

Biomapas is a functional and full outsourcing solution provider to the global life science industry, with key expertise in Clinical Trials, Regulatory Affairs and Pharmacovigilance. With headquarters in Lithuania and offices in Switzerland, Russia, Georgia, Ukraine, Poland, Kazakhstan and Sweden, Biomapas operations are spread over 5 continents, concentrated in Europe, Russia and former CIS region.

Biomapas is looking for a **Business Development Manager** (Clinical Operations and Early Phase Unit) to support our **Business Development** team.

Role responsibilities:

- Identify new business opportunities for Clinical Operations and Early Phase Unit and proactively look for solutions how to fulfil them.
- Perform lead generation activities, attract new clients and build strong relationships.
- Coordinate preparation for bid defence meetings and lead them.
- Create account plans of the assigned clients and proactively maintain them.
- Ensure completion of the assigned sales goals.
- Initiate and lead client meetings.
- Represent the company at professional conferences and events.
- Support execution of sales strategy and sales plans.
- Maintain company's CRM system.

Role requirements:

- Life Sciences, Business or other University degree of relevant field.
- At least 3 years of experience in sales or account management role in clinical trials field.
- Fluency in native language and professional level of English, oral and written communication.
- Very good knowledge of MS Word, Excel, PowerPoint, Outlook.
- Knowledge of sales relevant systems, e.g. Salesforce (advantage).
- Self-confidence, excellent communication and presentation skills.
- Strong organizational skills and ability to prioritize tasks.
- Result-oriented approach.
- Ability and willingness to work in a team.
- Ability to work independently in relation to the assigned accounts.
- Flexible approach to changing environment.

In Biomapas, you will find a supportive work environment with a guarantee for professional and personal development, as well as a competitive salary, benefits and many more initiatives that will make your daily office life comfortable.

Please apply to cv@biomapas.com

Be kindly informed that only selected candidates will be contacted.

Thank you for your attention.