

Business Development Manager

SUMMARY

The primary focus of this role is to identify and assist in the development and promotion of new business opportunities for McCreadie Group, including integration with study sponsor, CRO, RTSM/IRT, and other vendor organizations. This work will generate new revenue and profit by offering product and service solutions to targeted prospects.

This will involve driving awareness of the Vestigo platform in the clinical trial space, as well as identifying and connecting with companies and key contacts involved in execution of clinical trials. The person in this role will also assist in relationship management as well as onboarding and the execution of studies from companies with whom partnerships exist.

The role will require developing a working knowledge of our Vestigo software as well as a general knowledge of technology platforms used by prospective industry partners. The person in this role will be involved in the identification and development of new business opportunities along with provision of related internal and/or external education as the clinical trial landscape and our product offerings change over time. This is a remote/home-office based position that requires access to a professional workspace with a reliable high speed internet connection.

We offer competitive salary and benefits including:

- Flexible hours
- Generous time off
- A retirement plan that includes a 3% employer contribution with immediate vesting
- PPO health insurance with HSA spending account
- Short-term disability coverage

ESSENTIAL JOB FUNCTIONS

Business Development

- Identify key contacts in prospect organizations, arrange meetings and product demonstrations
- Manage and nurture a prospect and sales pipeline, report metrics and progress to the BD and Leadership teams
- Contribute to development and implementation of marketing tools and strategies related to business development
- Participate in the education of staff and the research community on the functionality of Vestigo as it relates to business development projects
- Assist in producing written content supporting MGI's current business efforts and business development projects for publication and/or distribution
- Travel to conferences and prospect meetings as needed to support MGI's business development efforts

Regulatory and Compliance

- Assist in research and strategy development related to regulatory and compliance requirements in the study sponsor, CRO, RTSM/IRT space
- Assist in research and strategy development related to international regulatory and compliance requirements
- Assist in the education of MGI staff and the research community on domestic and international regulatory and compliance requirements as they relate to business development projects

Other Duties

- Perform other duties as needed

QUALIFICATIONS

Required Skills, Educations, and Experience

- BS/BA degree (business or life sciences preferred)
- Demonstrated business development and/or sales skills including superior prospect/client relationship management
- Quick learner, eager to embrace new skills and technologies
- Advanced user of Word, Excel, and PowerPoint
- Excellent organizational skills with ability to work independently and manage projects with many moving parts
- Ability to perform duties in an efficient, professional, and courteous manner
- Excellent written and verbal communication skills
- Must be eligible to work in the U.S.

Desired Skills and Experience

- Subject matter expertise in execution of clinical trials and related supply chain technologies
- Previous employment at sponsor, CRO, or RTSM/IRT organization(s)
- Existing, relevant connections at companies in the clinical trials space
- Understanding of system-to-system integrations and feasibility assessments
- International business development and/or sales experience
- Experience with the Vestigo application

About Us

The McCreadie Group is an award winning, dynamic software company delivering market leading solutions in the pharmacy education and research pharmacy markets. We are passionate about providing superior experiences for those we work with – both through our technology and through our people.

Please send your resume to rmalone@mccreadiegroup.com and include a cover letter to tell us about yourself! We'd love to hear your background and why this position is a good fit for your next career move. Principals only. We are unable to sponsor.