



BUSINESS DEVELOPMENT MANAGER

KAYENTIS is a global provider of eCOA Solutions for the pharmaceutical industry.

Is entrepreneurial spirit on the radar screen of your next career move?

Do you want to be in the center of high technology and innovation?

Are you motivated to develop your experience internationally and expand your territory in Europe and the USA?

KAYENTIS is growing! Develop your career with us!

We are currently seeking to fill 2 positions of **Business Development Managers** in Europe (Grenoble or home-based anywhere in France) to grow our business of patient-centric electronic Clinical Outcome Assessment (eCOA) solutions for clinical trials.

As the **Business Development Manager** you are responsible for the direct sales of Kayentis' eCOA and ePRO Services in the Life Science- Pharmaceutical market space. The ideal candidate will have an established track record selling similar Services to Pharmaceutical, Biotechnology & Medical Device Industry. Being experienced in developing business in the US or UK is required.

YOUR MISSION:

- Work closely with management to develop and implement sales strategy
- Lead hunting by identifying and following up sales opportunities
- Prospection; make and follow up sales calls
- Develop and maintain a sales pipeline in order to meet objectives
- Maintain a continued awareness of competitive activities, positioning and pricing and reasons for contract awards and non-awards
- Liaise closely with the operational/scientific teams to ensure comprehensive and accurate proposals are presented to our clients
- Manage and cultivate existing accounts
- Create and deliver face-to-face sales presentations
- Respond rapidly and professionally to client requests and RFPs
- Update and manage Salesforce
- Follow up proposals and hold responsibility for closing deals
- Navigate the contract negotiations process
- Travel regularly within the assigned geographical area performing client visits,

road shows, conferences etc.

- Communicating across various business functions and levels, including C-level Executives and clinical and technology departments

YOUR TRACK RECORD:

- At least 7 years of experience in business development of Services to Pharma
- An excellent knowledge of the Clinical trial process is necessary
- You have already experience in developing similar business in the UK, in the US or in Asia
- Must be proficient and effective cold-calling
- You are proactive with an energetic approach
- A proven track record of sales success in clinical trials is needed
- Ability to create, grow and maintain a large group of contacts in the Pharma space
- You are self-motivated, professional, confident, flexible, and results-driven
- Strong interpersonal communication and excellent presentation skills
- Ability to analyze and relate customer issues/requirements to **KAYENTIS** solutions
- Fluent in both written and spoken English

This is a unique opportunity to work for a fast pace dynamic and successful global mid-sized eCOA/ePRO provider. You will have the chance to help us expand within our target market space and will be joining **KAYENTIS** at a truly exciting time of growth! Join us to participate shaping and executing the company strategy.

For more information on **KAYENTIS**, join us on <http://www.kayentis.com> . You are motivated by this exciting opportunity, contact us and send your application to career@kayentis.fr