



KAYENTIS is a software solutions provider specialized in pharmaceutical clinical trials.

Our core competence is in eCOA and DCT (Decentralized trials) solutions.

With 16 years of global experience in eCOA, Kayentis has supported more than **220 clinical trials** in **79 countries** with more than **80,000 patients**. Its head office is located in Meylan, near **Grenoble** (France); Kayentis is also present in **Boston** (USA) and **Tokyo** (Japan).

Joining Kayentis' teams means choosing a fast-growing company committed to improving clinical trials and the **well-being of its employees**.

KAYENTIS is growing! Develop your career with us!

Join an international, cohesive and dynamic team and develop new skills!

For more information about **Kayentis**, visit our [career page](#), or have a look at our [employee satisfaction survey results](#). Make sure to follow us on the social media platforms below for our latest news and updates:



Business Development Director

The Business Development Director position - attached to **Boston office, USA**, is reporting to KAYENTIS CCO.

You are responsible for developing Kayentis' eCOA Services in the Life Science - Pharmaceutical US market space. In this key role, you will identify, assess, negotiate and finalize new business opportunities that are in line with the overall business and strategic growth objectives for Kayentis.

YOUR MISSION AND ACTIVITIES:

- ✓ You will lead the Commercial/Business Development activities to achieve sales goals and execute customer development/commercial agreements to meet strategic growth objectives for the assigned region or customer list.
 - You will create a strong relationship with commercial sales and marketing organizations by collaborating to set the strategic vision and tactical execution for the assigned region or customers, identify and update the pipeline of opportunities based on the value offering, develop and align budgets and forecasts based on current and new potential business
 - You will prepare and present pipeline of new business opportunities that include detailed financial analysis, market opportunity, revenue potential, technological assessment, and overall agreement terms
- ✓ You will actively engage existing customers and prospects leveraging comprehensive knowledge of the customer, their markets, business challenges, and opportunities – identifying 'clinical projects' requirements, competitive advantages, and acquiring 'Voice of



the Customer' to ensure strategies and capabilities of Kayentis services offer a solution to meet their needs.

- You will establish and leverage key contacts with customer key decision makers and consultants.
 - You will manage the long-term relationship with customers demonstrating diplomacy skills and a high level of trust within both organizations.
- ✓ You will maintain a continued awareness of competitive activities, positioning, pricing, and reasons for contract awards and non-awards
- ✓ You will liaise closely with the operational/scientific teams to ensure comprehensive and accurate proposals are presented to our clients
- ✓ You will drive all business development activities from initial engagement, evaluation and analysis with the customer, through due diligence efforts across probability of technical and medical success, and other critical decision factors.
- ✓ You will respond rapidly and professionally to client requests and RFPs
- ✓ You will develop and negotiate term-sheets, feasibility, development, and commercial agreements and provide solution to reach agreement on deal terms based on customer needs



- ✓ You will travel regularly within your assigned geographical area performing client visits, roadshows, conferences, etc.

YOUR PROFILE:

- ✓ You have knowledge and 4+ years of experience in developing business, selling similar services in the field of pharmaceuticals, biotechnology and/or medical device industry with a strong knowledge of clinical trials
- ✓ You know how to perform effective cold calling
- ✓ You have experience in clinical project management
- ✓ You are rigorous, proactive, energetic and persuasive
- ✓ You have a strong ability to quickly establish credibility, trust, and support with both internal and external constituents at all levels and functions of the organizations
- ✓ Team oriented, you demonstrate capability to effectively work across various functions to ensure deliverables are met against required timelines
- ✓ You are self-motivated, professional, confident, flexible, and result-driven
- ✓ You have agility to prioritize tasks in real time
- ✓ You demonstrate strong interpersonal communication and excellent presentation skills
- ✓ You have ability to analyze and relate customer issues/requirements to Kayentis solutions
- ✓ You have strong quantitative, modeling and negotiations skills and experience
- ✓ Any other language skills in addition to English are welcome
- ✓ You have a sense for technology and innovation in the healthcare domain

Are you interested in this opportunity?

>> Contact us and send us your CV at career@kayentis.com <<