

## **Ancillare**

**Title:** Business Development Specialist

**Department:** Business Development

**Location:** USA- Pennsylvania- North Wales

**Employment Type:** Full Time

### **Company Profile:**

Ancillare is a specialized contract research organization that focuses on end-to-end clinical trial process management services on a global level. As an innovative leader in the global clinical supply chain, Ancillare simplifies the clinical process for our pharmaceutical, biotechnology, and research hospital customers, building efficiency and drastically reducing costs at every step in the global system. Ancillare's services have helped top pharmaceutical companies simplify their operations, allowing for more effective administration of clinical trials with shorter times required to bring crucial new drugs to people that need them most. Headquartered in North Wales, Pa, Ancillare is a medium sized company with a strong global footprint showing experience in every region of the world. The company is looking to implement its strategic plans over the coming years and is looking to recruit an enthusiastic team to help bring Ancillare to its goals. For more information about Ancillare, please visit [www.ancillare.com](http://www.ancillare.com).

### **Description:**

#### **Business Development Specialist**

**Overview:** The Business Development Specialist is responsible for promoting the company to secure new business and grow existing customers. The position will work with the Ancillare management team to build programs to implement company strategy. In addition, the position will work to understand the needs of potential clients, design methods to address the needs, and contract with clients through the sales process. The key to this position is to listen to the client to satisfy all of their needs to build an ongoing relationship within the confines of the Ancillare model. Travel would likely account for 40-50% of this position.

### **Responsibilities:**

- Build rapport with potential new customers and secure meetings for overview presentations
- Attend key trade shows and industry events to promote Ancillare and network with potential customers
- Work with potential, new, and existing customers to identify needs and address issues creatively
- Build strategy for managing customer relationships and expectations
- Build presentations specifically for potential customers and deliver them to internal stakeholders
- Demonstrate the benefits of the Ancillare model to potential new customers and work with them to realize company goals
- Manage the follow-ups required to build relationships with customers
- Work with Ancillare management team to implement solutions for customer needs while maintaining the Ancillare business model
- Identify areas of growth for Ancillare and work with Business Development Team to realize progress
- Satisfy customer requirements with proposals for review

- Manage RFI/FRP process and perform key contact functions
- Implement successful relationships and work with Business Development Team to implement execution of new programs
- Manage customer relationships after sales are completed
- Identify new customers for Ancillare and work to obtain new contacts
- Work with Management and Business Development Teams to ensure that company model is competitive in all aspects of the business
- Maintain quotas as dictated by Business Development Requirements
- As needed, work with other Business Development Specialist to secure new business

#### **Key Skills:**

- Ability to build rapport across diverse groups both within Ancillare and externally
- Good team player with ability to interface with others under short timelines
- Demonstrated ability to conduct business in English
- Strong sales/negotiation/presentation ability
- Strong understanding of sales process and deliverables
- Understanding of clinical supply chains and drug development procedures
- Good understanding of Microsoft Office programs (Word, PowerPoint, Excel)
- Ability to multitask and manage multiple projects simultaneously
- Results oriented, confident, self-motivated and driven with high energy
- Solid communication and negotiation skills. Must have ability to influence and gain collaboration across the company and with customers
- Flexible, capable of managing and implementing change
- Good analytical abilities and problem solving techniques
- Understanding of costs associated with product supply and fulfillment
- Ability to strictly adhere to company SOPs and regulatory compliances
- Understanding of key global regulations including GCP and GMP
- Ability to mentor and train other members of the company

#### **Education:**

- Bachelor or Master degree, preferably in a business related field
- Education in sales process required
- Knowledge of clinical trials, supply chains and global regulations preferred
- Equivalent experience in an advanced degree preferred

#### **Work Experience**

- 5-7 years in business development functions
- At least 3-4 years experience in related industry
- Should have established network in pharmaceutical community
- Should have multinational project experience
- Should have knowledge of global drug development processes
- Should have experience and knowledge of pharmaceutical processes