



Client Specialist – Late Phase (Business Development)

Department	Business Development
Designation	Client Specialist – Late Phase
Basic qualification required	B.Pharm / M.Pharm / M.Sc
Experience	2 - 5 Years
Location	Ahmedabad / Work from Home
Brief JD	<ul style="list-style-type: none">• Locates or proposes potential business deals by contacting potential leads; discovering and exploring opportunities, analyzing deal requirements• Plan persuasive approaches and pitches that will convince potential clients to do business with the company• Closes new business deals by coordinating requirements; integrating contract requirements with business operations• Co-ordinates with the team and prepares weekly progress reports and ensure data is accurately entered and managed within the company's CRM system by the entire team• Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends• Identifying and generating RFPs for services offered, meetings with new and existing clients• Present company's core services and capabilities to customers.• Generate and qualify new sales opportunities.• Recognize opportunities to cross-sell across multiple service lines.

Interested candidates can send their resume at rchourey@cliantha.com