



Job Description

Department	Business Development
Designation	Director of Business Development – Bio-analytics
Location	Mississauga, Ontario, Canada
Basic qualification required	<ol style="list-style-type: none"> 1. Bachelor's degree, life sciences preferred. 2. Experience in business development and bioanalytical services; sales to pharmaceutical and biotech sector. 3. Good understanding of the regulatory requirements for drug development leading up to product commercialization. 4. Strong technical and practical background in the field. 5. Commercial experience of selling services and solution to pharmaceutical sector. 6. Awareness of the broader drug development process.
Experience	3+ Years
Brief JD	<ol style="list-style-type: none"> 1. Support the company's commercial focus through provision of technical support and guidance for Bioanalytical services. 2. Promote our Bioanalytical Services as a part of the larger Cliantha portfolio. 3. Establish long lasting and mutually beneficial business partnerships with current and new clients. 4. Work closely and collaborate with Clinical, Non-Clinical, and Laboratory personnel. 5. Develop and maintain a personal client call cycle to expand our client base and partnerships. 6. Recognize, forecast, and communicate sales activity for other Cliantha departments. 7. Develop and maintain account and action planning activities to facilitate partnerships with potential and current accounts.