

Position: Manager/Sr. Manager

Department	Business Development
Basic qualification required	B.Pharm / M. Pharm, M.Sc, MBA
Brief JDs	<p>Job Description :</p> <p>RESPONSIBILITIES: Note: These statements reflect the general description of the position and are not intended to be an all-inclusive list of tasks to which the employee may be assigned. I BUSINESS DEVELOPMENT RELATED ACTIVITIES: Responsible for development and guidance to Business Development, Marketing, Project management and Proposal teams about sponsor requirements. Identify, evaluate and prioritize potential clients (existing and new) for targeted business development activities and responsible for promoting the services offered by Cliantha research Ltd across the Globe. Responsible for representing the company at various conferences and platforms for business development activities. Responsible for early phase development sales of the company against the target assigned during the financial year. Responsible for guiding the proposal team against the activity assigned and closing the deals as and when required. Responsible for guiding the Marketing team for periodic update to clients.</p> <p>II GENERAL DUTIES: A. Works closely with the finance team to plan for BD budget and targets for the assigned FY B. Follow up with new and existing client for old/new enquiries and update on the company profile and capabilities C. Works closely with feasibility and proposal team to deliver the feasibility and proposal within the allocated time frame. D. Works with GPM team to ensure delivery of projects as per client s expectation and regulatory requirements on priority bases ensuring efficient utilization of the clinical slots E. Works closely with the marketing team to send update about the company development and or /changes in the company. F. Preparation and planning for Visits and conferences G. Prepare visit reports and strong enquiry projection for each quarter.</p> <p>ss</p> <p>III ADMINISTRATIVE DUTIES: A. Ensure project contracts are signed by the proposal team before initiation of the projects after the study is awarded. B. Ensure all required pass through approvals are in place before initiation of the project activities.</p>