

# Job Description

## Business Development Manager

### Triclinic Labs

**Location:** Lafayette, IN

**Position:** Full Time

#### About Triclinic Labs:

Our goal is to provide the most advanced consulting and laboratory capabilities for solid-state chemical development. We strive to set the industry standard for quality of science and service in physical and analytical chemistry contract research. We routinely help the pharmaceutical and specialty chemicals industries but have also analyzed and studied counterfeit items, minerals, semiconductors, and other unique molecules. We've helped the world's chemical development groups understand, discover, improve, and protect solid-state chemical materials.

[tricliniclabs.com](http://tricliniclabs.com)

#### Job Description:

**Description:** Business Development Manager

**Business Development Manager Job Purpose:** Builds market position by locating, developing, defining, negotiating, and closing business relationships.

#### Business Development Manager Job Duties:

- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business leads by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities.
- Focuses on profit, not revenue.
- Develops negotiating strategies and positions by studying integration of business services and capabilities with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.

- Identifies emerging industry ideas and trends by researching industry and related events, publications, and announcements; tracking individual pharmaceutical contributors and their accomplishments.
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

**Skills/Qualifications:** Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

**Major Responsibilities:**

- Identify, qualify, expand, close business relationships with current and new clientele.
  - Following up new business opportunities and setting up meetings
  - Planning and preparing presentations
  - Communicating new product developments to prospective clients
- Overseeing the development of marketing literature
- Planning and attending industry and client relevant trade shows
- Providing management with feedback
- Developing customized proposals in response to requests for proposals (RFPs).
- Execute profitable business relationships.
- Identify development partnerships and M&A opportunities.

**Required Qualifications:**

The ideal candidate will possess both pharmaceutical services sales experience (>5 years) and an advanced degree (MBA, Ph.D.). Consideration will only be given to those applicants with life science industry experience and a proven track record in business development, sales, and marketing. This is not an entry-level position.

## **Compensation and Application**

We offer a variety of competitive compensation and benefit programs. In addition to a competitive base salary, you will be eligible for our rewards and recognition programs, variable pay and incentive opportunities, as well as benefits coverage beginning on your first day of employment. You will be eligible for paid company holidays, flexible work options, and paid vacation. We are also committed to supporting your professional development through career ladders, training programs, tuition assistance, and professional association events.

If you meet the requirements of this opportunity, we encourage you to explore how you can make a difference at Triclinic Labs by applying now at:

[http://www.tricliniclabs.com/directory/solid-state\\_development/physical\\_and\\_analytical\\_chemistry/employment\\_opportunities.html](http://www.tricliniclabs.com/directory/solid-state_development/physical_and_analytical_chemistry/employment_opportunities.html)