



Example of Business Development Operations Job Description

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Our growing company is looking for a business development operations. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for business development operations

- Prospects continuously for new clients through a variety of techniques, including AMR Lead Generation Staff, telephone solicitation, cold calling, direction from operations staff
- Maintains a related sales funnel for the assigned territory
- Assists in the development of pricing and business development strategies
- Works with Account Executives and Operations staff to develop and maintain focused sales efforts on Business Retention to maximize contract retention efforts
- In conjunction the National Business Development Team, analyzes local market to identify market opportunities, prospective clients and related revenue
- Follows-up with National Business Development Team and self-generated referrals / leads to identify buyer influences and any timing issues
- Plans prospect visits with appropriate operations personnel, such as the responsible local management as necessary
- Makes sales presentations and prepares correspondence to prospective customers
- Coordinates implementation of new accounts with Operations General Manager and team
- Ensures the maintenance of all current and prospective clients in SalesForce.com or any electronic database specified by company

- Exposure to data sciences and modeling (for predictive techniques) for Process Development data preferred
- Good overall understanding of business, manufacturing, and laboratory systems common in the biotechnology industry (specifically Process Development for Biotech), the integration of these systems through applicable standards
- Ability to translate the enterprise's aspirations for information sharing into the reality of detailed actions in the laboratory, quality, engineering, manufacturing, and IS organizations, including an understanding of data modeling, data quality, data management strategy to support business needs, data access methods, and approaches and experience in data access systems for use in the pharmaceutical industry
- Excellent verbal, written, and interpersonal communication skills, including the ability to set the context and present on complex subjects to senior management in a clear and concise manner
- Ability to drive and facilitate discussions between multiple stakeholders in meeting or workshop settings
- Experience building productive working relationships across the process development, drug manufacturing and quality organizations