

# Business Development Manager (m/f/d)

## fulltime/part-time (at least 30 hours a week)

SSS is a scientifically-driven contract research organization (CRO) providing Phase I-IV clinical development services to the biotechnology, pharmaceutical and medical device industries. Headquartered in Munich-Germering, and with offices in Romania and Poland SSS operates studies in whole Europe and US. Our mission is to generate high quality clinical data to foster the development of new pharmaceuticals and innovative therapeutic concepts. Our experts, with an average of 15 years clinical expertise, combine local regulatory expertise with experience in all major indication areas including oncology, cardiology, respiratory diseases, central nervous system, and dermatology.

### Job Summary

SSS is seeking a Business Development Executive to join our growing team, to be office-based in Munich-Germering and be responsible for driving new sales. Essential for the position is to communicate the scientific and operational benefits of SSS services to prospective clients both by a direct customer approach and by enhancing corporate presence. In addition, part of the position is to give high level support to existing customers. The individual will have a central role in contributing to the continued growth and success of SSS and will directly report to the chief operating officer.



### Your Responsibilities

- Actively generate new sales and business opportunities
- Built-up of long-term relationships with customers by focused customer contact and visits
- Develop in depth knowledge of customer and market needs
- Help to navigate the company in a changing market environment by reporting market feedback to the management
- Develop strategic partnerships with other service providers to improve the offering of the company
- Understand the individual customer need and orchestrate the development of proposals together with the project manager and third parties
- Identify marketing opportunities on tradeshow and symposia and organize participation together with the back office
- Maintain contacts and sales activity data within the Customer Relationship Management database (CRM)
- Optimize the sales process (CRM, proposals, presentations)
- Work on the corporate presence by expanding the marketing channels
- Producing marketing content and keeping content up to date



## Your Qualifications

- Minimum of Bachelor's degree, preferably in life science
- Minimum 2 years of previous experience selling within a CRO or long-term experience in service business in a related field
- Feel for the needs of the customer
- Reliable, pro-active personality with high organizational competence
- Focused and result-orientated
- Outstanding communication skills
- Competence in giving talks and presentations
- Familiar with using CRM software
- Proficient in Microsoft Office;
- Preferably already existing network of contacts within the industry
- Fluent German and English language



## Our Offer

- Working in an owner-managed and medium-sized company with more than 50 highly specialized employees
- Good market position due to the experience of more than 250 clinical studies conducted and space for further growth
- Scope for own decisions and process optimization in the entire sales and proposal process
- An attractive salary package with good social benefits

We are using the Recruiter on Demand service provided by Constares. This opening is handled by a Constares Consultant.

Are you interested to join us? Then we look forward to receiving your application through our [📧 online application portal](#). Please apply with cover letter, CV and certificates as well as your start date and salary expectation.