

Employment opportunity

Business Development Executive, London

Research Partnership is one of the world's largest pharma market research and consulting agencies. We have a collaborative, friendly culture with an expert, highly ambitious team of client-facing researchers, consultants and project managers. Working collaboratively with clients from the global pharmaceutical, medtech and biotech industries. Providing research intelligence and strategic recommendations that elevate healthcare brands and help them thrive in a complex and challenging environment.


We are looking to appoint a Business Development Executive to join our syndicated research team, Therapy Watch. Therapy Watch is a part of Research Partnership's syndicated division - the Therapy Watch team run ongoing market tracking studies, where data can be sold onto multiple clients. We run Therapy Watch studies across immunology, neurology, virology, nephrology, oncology and respiratory indications.

Reporting to the Therapy Watch Business Development Senior Manager, the Business Development Executive will be joining a team of 3 to support sales activities for the Therapy Watch team.

The role encompasses both a commercial and scientific element, and would suit an ambitious life sciences graduate looking to excel and develop their career in business development within the pharmaceutical sector.

The Business Development Executive will support the Business Development team in identifying, approaching and engaging potential client stakeholders. Our clients are global, regional or country level, and part of the role would involve connecting with stakeholders in global markets. The role will also involve partnering with senior members of the TW team (Associate Directors and Directors) to drive sales.

As well as being responsible for lead generation on campaigns and appointment setting, the role will also be responsible for entering and maintaining contact information in our CRM (Customer Relationship Management) database system, using social media and online tools such as LinkedIn to find and verify new contacts.



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We require somebody who is personable and proactive, with excellent communication skills, good written and spoken English, who is able to engage well with global senior pharmaceutical executives over the telephone and via email.

Additional languages would be an advantage, and a knowledge or understanding of the pharmaceutical industry and market research services would be very useful.

Key responsibilities

- Conduct research to find new leads and verify contact details using sites such as Google, LinkedIn etc.
- Prospecting, cold calling, and qualifying potential customers.
- Setting up meetings with potential customers for business development purposes or as a follow up to marketing campaigns.
- Creating and tailoring credentials presentations to fit prospective client's requests and interests.
- Maintain constant familiarization of product offerings and developments. Research and maintain current information regarding: market updates and conditions, top customers and their requirements, specific solutions offered to customers.
- Maintain and manage the company CRM database, checking and cleaning contact records, updating notes and actions, entering new data as required.
- Support the marketing team to carry out marketing campaigns by segmenting and selecting lists, updating the CRM with leads, notes and actions

Experience

- Degree-level education (in a Life Sciences subject – e.g. Biochemistry, Pharmacology, Biomedicine or Global Health).

- Experience of the pharmaceutical / healthcare industry will be beneficial but not required.
- Good knowledge of Microsoft Office programs.

Skills and knowledge you will need:

- A willingness to learn and adapt as necessary.
- Excellent telephone manner, tenacious approach and good communication skills, written and verbal.
- Must have a sense of urgency, work well under pressure, be goal-oriented and focused. You must also have strong perseverance skills.
- Must be able to work under own initiative but capable of seeking support when necessary.
- You must have a professional attitude.
- A high level of spoken and written English (other languages, especially European, an advantage).
- The ability to be able to prioritise and meet deadlines.

Further information:

There is a 2 day a week in office requirement based at our fantastic HQ location in Fulham Green, directly opposite Putney Bridge in London.

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