

# ROLE: Business Development Director

From	Business Development
To	--
Submission date	October 2020
Status	Non-confidential

NOVA is a leading health tech company specialized in in silico clinical trials. Pioneer in the field, NOVA has developed a unique approach to help our clients take informed decisions early, improve the probability of success and de-risk their clinical R&D programs. At NOVA, thanks to our modeling and simulation of clinical trials, we bring speed and efficiency gains to Pharma and Biotech companies through a variety of applications, of which:

- Streamline target identification & secure proof of concept
- Optimize trial design & capture best responders
- Expand benefits of existing therapies to other patient populations
- Transpose Phase 3 trial results into real world & benchmark against competitors

NOVA offers:

- End to end solutions leveraging our biomodelers, data scientists, and computational power to deliver novel drug development projects.
- Jinkō, our comprehensive clinical trials simulation SaaS platform (knowledge mapping, scoring, traceability, modern methodology)

At NOVA our people are our greatest asset and our brightest talents:

- Do what is right for NOVA, for the customers, and the patients
- Own it and lead by example
- Operate as a team

## ROLE

NOVA has entered its scale-up phase and to support the build-up of our pipeline of projects with Pharma and Biotech companies, we seek to strengthen our sales team in the US and Europe. The ideal candidate has a passion for our industry, is a fast-tracker, solution-oriented, a creative problem solver, tenacious and relentless in executing its prospecting strategies as to maximize its chances to close deals successfully.

As Director of Business Development, reporting to the SVP Sales and Marketing, you work in strong collaborations with our bio-modelers, developers and other sales&marketing team members. This is a highly consultative selling role requiring the Director of Business Development to uncover customer needs through a deep understanding of their corporate, program-specific, and personal goals and design a customizable solution.

## Your MISSION and main RESPONSIBILITIES include

- Driving new, expanding and repeat business with biopharma companies in your territory
- Understanding the stakes of clinical pharmacology and Model-Informed Drug Development in the drug development process as to be able to identify solutions to key customer challenges and find new opportunities to apply NOVA solutions
- Building relationships with key external decision makers
- Maintaining high visibility within customer organization
- Expanding NOVA's branding with key decision makers to enhance the credibility of its services
- Focusing on acquiring new accounts
- Growing your funnel: Continuously monitor your status of leads and opportunities as to 1) ensure pipeline of opportunities is maintained and 2) progress and proactively address issues and obstacles to the award
- Closing profitable and repeated business deals
- Maximizing prospecting time (prioritizing the right accounts and aligning your activities with the highest potential accounts)
- Engaging early (IT/Digital, clinical, market access) and expand sales opportunities with key accounts
- Developing sales strategies for each customer account, Ensuring appropriate tactics are applied and the best solution is proposed to the customer. Monitoring actions and results against plan
- Developing "multi touch" prospecting strategies and compelling value propositions tactics about target accounts to unfold new business opportunities
- Developing insights, understanding the buying team, business model, corporate objectives, challenges, priorities and buying process for your target accounts
- Aligning selling efforts with the buying process for target accounts
- Evaluating, crafting and articulating the right solutions with our internal stakeholders, fitting our customer's requirements (professional services and upsell software subscriptions and disease licenses)
- Planning and coordinating all customer sales activities, including leading customer meetings, developing presentations, and writing proposals
- Pursuing awareness of competitive activities, positioning and pricing, which includes specific reasons for awards and non-awards
- Monthly, annual, and multi-year sales forecasts and measure results
- Reporting achievements and evolution on a regular basis
- Frequent travels to be expected

## RESPONSIBILITIES & QUALIFICATIONS

- Dual master's degree in business and biology is required
- Be located in the Germany
- Bilingual German-English is desirable
- Minimum of 5-7 years of sales and outside sales experience in the life-science consultative business-to-business sales environment (selling to biopharma companies)
- Prior track record of achievement in a BD role
- Deliver consistent individual and team results against high-growth targets
- Leverage an existing network, strong relationship, and has established credibility with biopharma companies in your assigned territory
- Consultative selling, organized, goal-oriented, champion customer satisfaction/loyalty
- Strong industry insights, solid understanding of the challenges of new drug R&D
- Excellent communication and influencing skills in English. Fluency in other languages a plus
- Skills in the use of Salesforce or similar CRM tools, with strong analytical skills and data-driven focus
- Ability to maintain demanding timelines, work creatively and effectively in a fast-paced, entrepreneurial environment

## READY TO APPLY?

- Type: Full time Business Development
- Reporting to: SVP Sales and Marketing
- How to apply: Online Form
- Contact: [recruitment@novadiscovery.com](mailto:recruitment@novadiscovery.com)
- More information on NOVA : [www.novadiscovery.com](http://www.novadiscovery.com)