**Date**
February 2022

**Job location**
New-York or Boston, USA

**Contract type**
Full-time

**Team**
BU Sales & Marketing

**Reporting to**
Executive Director Business
Development

**nova**
DISCOVERY

# Business Development Manager

## Company

Novadiscovery (NOVA) is the world's leading quantitative systems pharmacology healthtech company combining the powers of math, computer science, biology and medicine to pioneer the use of *in silico* clinical trial simulations with the simplicity of a SaaS platform for our biotech and pharma customers. Using JINKŌ® *in silico* trials design and simulation platform, clinical trials are run through computer modeling with a disease model and a virtual population representative of any specific context or geographical location.

Our virtual patient populations are used by leading pharma companies worldwide to smartly design their clinical trial protocols, optimize their tested treatment regimens and synthetically model their trial control arms to maximize the availability of accrued patients.

NOVA's headquarters are located in Lyon, France, and we are expanding our team in the US out of our new New York and Boston offices.

## Position

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 solutions-oriented, a creative problem solver, tenacious, dependable and relentless in executing its prospecting strategies to maximize its chances of closing deals successfully.

As Business Development Manager, reporting to the Executive Director of Business Development, you work in strong collaboration with our bio-modelers, developers and other business development team members. This is a highly consultative selling role requiring the Business Development Manager 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

➔ Proactively prospect and identify potential new business opportunities within your territory

➔ Manage prospect pipeline, lead prospect outreach and follow-ups (via email, LinkedIn, etc.), and close new business partnerships with large-mid size pharmaceuticals and biotechnology companies

➔ Understanding the stakes of clinical pharmacology and Model-informed Drug Development (MiDD) in the drug development process as to be able to identify solutions to key customer challenges and find new opportunities to apply NOVA solutions

➔ Establish and cultivate strong, long-term relationships with key decision-makers

➔ Develop in-depth knowledge of the customer organization and serve as the primary point of contact and maintain high visibility across the account

➔ Own, create and deliver customer presentations

➔ Establish and execute a comprehensive account plan for aligned accounts and monitor activity against plans on a quarterly basis

➔ Record all customer sales related activities in CRM system and ensure updates are provided to sales management as required

➔ Frequent travels for conferences and client meetings to be expected (post-Covid)

## Requirements and qualifications

➔ Minimum 3+ years experience in sales or consulting in the biotechnology / pharmaceutical, and/or healthcare industry

➔ Bachelor's degree in life sciences

➔ Proven experience building, managing, tracking, and executing upon a sales pipeline of prospects is preferable

➔ Additional experience in clinical trials, project management, business development, and/or life science focused strategy consulting preferred

➔ Excellent communication and influencing skills in English, multilingual is a bonus

➔ Skilled in the use of Salesforce or similar CRM tools is a bonus

➔ Ability to maintain demanding timelines, work creatively and effectively in a fast-paced, entrepreneurial environment

Learn more about NOVA and apply here

**Contact:** recruitment@novadiscovery.com