



David H. Murdock Research Institute

Director, Business Development – Job Code: BDE-102

Position Summary

The David H Murdock Research Institute (DHMRI) is seeking a Director of Business Development to develop and execute sales plans to support DHMRI's growth and mission. The DHMRI is an independent, not-for-profit research organization that provides integrated analytical platforms and knowledge-building capabilities that enable academic and industry partnerships, with the goal of improving human health through advancing the science of nutrition and agriculture. The successful candidate will play an instrumental role in implementing DHMRI's business strategy. The role will report to the Chief Business Officer.

Responsibilities

- Responsible for DHMRI sales within in the US territory and internationally in some cases.
- Manage sales team
- Develop the sales and marketing strategy (key accounts, by territory and industry segment), solidify client relationships, formulate, and implement account penetration tactics consistent with the Institute's mission and goals
- Establish sales targets and priorities with the CBO
- Maintain an up-to-date opportunity pipeline and forecasts
- Identify short-term projects, and opportunities for strategic relationships with segment leaders
- Use consultative selling skills and involve the DHMRI's scientific staff to optimally address client needs
- Oversee proposals development with laboratory managers
- Develop marketing collaterals (presentations, tech sheets...) with the lab teams, the CSO and scientific advisors
- Represent DHMRI at trade shows and conferences
- Willing to travel at least 40% of the time; including industry trade shows and meetings

Job Requirements

- Advanced degree in Life Sciences with 5+ years of sales experience of R&D and "OMICS" services in human nutrition, biotechnology and agriculture
- Self-starter, goal-oriented, entrepreneurial, and proactive thinker with sales team management experience
- Experience in diagnosing partners' challenges and needs
- Work closely with DHMRI executive team and scientific staff to develop differentiated solutions and offerings
- Experience with CRM platforms
- Excellent organizational skills, strong oral and written communication skills, and exceptional soft skills, including: 1) strong interpersonal and communication skills, 2) a problem-solving attitude, and 3) the ability to work both independently and as a collaborative team player

DHMRI offers a comprehensive benefits package that includes the following: health, vision and dental, disability, FSA, life insurance coverage, and a 401(k) savings plan.

Equal Employment Opportunity

- We are proud to be an EEO/AA employer M/F/D/V.