



*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 performs collaborative research with academic, industry and government partners in the field of food, nutrition, health monitoring and disease prevention, and offering a unique range of analytical platforms to support translational research. The successful candidate will play an instrumental role in implementing DHMRI's new business strategy. The role will report to the Chief Business Officer.

**Responsibilities**

- Develop and solidify client relationships, formulate, and implement account penetration strategies consistent with the Institute's mission and goals
- 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
- Manage proposals development with laboratory managers
- Maintain an up-to-date opportunity pipeline and forecasts
- 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 6+ years of sales experience in the nutrition, food, biotechnology, pharmaceutical, biotechnology and/or diagnostics space. Experience with translational research services is a plus.
- Goal-oriented, entrepreneurial, and proactive thinker
- Experience in diagnosing partners' challenges and needs
- Work closely with DHMRI executive team, marketing, 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.