



David H. Murdock Research Institute

Manager/Director, Business Development (East Coast) – Job Code: BDE-102

Position Summary

The David H. Murdock Research Institute (DHMRI) is seeking a Manager or 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 DHMRI is seeking an appropriate candidate to fill the ONE position.* Either such successful candidate will play an instrumental role in implementing DHMRI's business strategy. *A Director role will ascertain additional responsibilities with a global focus whereas a Managerial role will have a territorial focus.* The role will report to the Chief Business Officer.

Responsibilities

- Responsible for the East Coast territory
- Develop the sales and marketing strategy (territories and key accounts), solidify client relationships, formulate, and implement account penetration tactics consistent with the Institute's mission and goals
- Establish sales targets with CBO
- Maintain an up-to-date opportunity pipeline and forecasts
- Identify short-term, 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 Director of Marketing and R&D team
- 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 in the CRO industry, human nutrition, biotechnology and agriculture. 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.