





Director Business Development, DACH

Ref: PSL4171
DACH Region / Europe

Attractive Salary
Commensurate with experience

An outstanding opportunity to join a small but highly successful business, with tremendous ambitions, where you can make a significant difference.

With a new, experienced and exciting leadership team, their clear vision and approach will drive success.

-  **Do you have the passion, enthusiasm and talent to create your own success?**
-  **Are you an outstanding business developer and relationship builder?**
-  **Does your ambition match that of a highly entrepreneurial business?**
-  **Do you enjoy developing new business and growing existing relationships?**

Established in 2014, with an outstanding reputation in Europe within MedTech and Regulatory Services, our client has a new and inspiring leadership team committed to building a business of the highest quality, **ensuring that patients are always central and placed first.**

The **Director Business Development, DACH** will play a key role in the growth of the business, with responsibility for sales and business development for the DACH region, specifically identifying new clients and further growing existing relationships.

As **Director Business Development, DACH** you will be a key member of the commercial team playing a critical role in establishing, developing and growing the business and the company profile, developing and implementing the **Business Development** objectives, whilst working closely with the business leaders.

Reporting to the **Chief Commercial Officer**, you will enjoy a high level of autonomy, responsibility and accountability. Critical to your success will be your ability to develop and expand new business opportunities within prospective new clients within DACH, particularly with mid Pharma, BioPharma, Biotech and MedTech client companies. You will oversee the sales process and coordinate with other business leaders and subject matter experts to ensure client satisfaction. Your success will be measured by the development of new business and also the increase in repeat business from existing customers.

The **Director Business Development, DACH** will develop outstanding customer relationships, build brand value and work closely with other members of the business to deliver sales and ensure the continued delivery of services that exceed customer expectations. The successful candidate will have a proven track record of success and expertise within **Sales and Business Development**, combined with outstanding communication skills and cultural awareness.

This is a unique opportunity to join a highly entrepreneurial and successful business, one that truly wishes to place patient's first.

If you are interested in this role, please visit our website <https://pharma-search.co.uk> or telephone Dr Grant Coren in strictest confidence on +44 (0) 7850 190660. Alternatively, please send your CV to grant@pharma-search.co.uk.