

## **Real World Data Business Developers**

### **We're currently recruiting 4 Business Development Managers to join our brand new Cegedim data business.**

With a "start-up" feel, it's part of the wider UK group of 650 people and global group with almost 4500 people - you'll be a key player in establishing our presence, growing our product range and increasing our market share.

The focus will be on Real World Data captured through our portfolio of sector leading community pharmacy software and GP practice management solutions, giving clients access to an unprecedented quality and quantity of healthcare data for more than 60% of the UK population.

#### **Your next role?**

It's a home and field based role dealing with pharma, biotech and other related life science clients primarily in and around London and along the M4 and M40 corridors.

Working closely with the Commercial Director and various global teams across the group you'll identify, consult and win external revenue opportunities for the data services businesses across new and existing pharmaceutical clients. You'll lead sales activities for an existing range of products and services and help identify and guide on wider commercial opportunities and data services.

#### **What are we looking for?**

People who are commercially astute and great with customers, initiating, building and managing strong client relationships with the ability to develop high quality and impactful commercial proposals.

People who will thrive in a "start-up" environment, building, guiding and growing the business as you go. People with the hunger & drive to succeed and deliver, confident friendly and professional in their approach.

#### **Background and experience:**

- Although RWD experience would be great we're happy with wider healthcare data experience, so people from data services, market access, business intelligence and healthcare pharmaceuticals/life science sectors are all of interest.
- Strong sales track record with a mix of business development and account management
- Experience of producing bespoke proposals and pitching/winning business at £10k-£100k levels
- A good understanding of the pharma industry and a strong network across large and small pharma, biotech and other related life science sectors.

We offer a great working environment and benefits package.

Interested? Apply to us now with your CV and contact information.

Full time, permanent role, field based

£100k package – c. £60k basic plus bonus and car allowance