



Inceptua is a specialty pharmaceutical company and a premium global service partner. Inceptua Pharma commercializes and markets orphan and specialty care products and have the expertise and capabilities to supply unlicensed medicines globally. Inceptua Services supports pharma and biotech companies with global clinical trial comparator sourcing, packaging and labelling solutions, pre-approval and medicines access programs and consulting

Inceptua partners with life science companies of all sizes, drawing on over 20 years of industry experience, and has global operations with local offices across Europe, North America, and Asia.

We recognize that investing in talented people creates value for our customers, our employees, our suppliers and the communities in which we live and work. Our success is based on the motivation, dedication and performance of our people. We strive to go the extra mile and achieve excellence in all our services.

We are hiring for the position of **Regional Director, Business Development, China** to be based in our offices in Shanghai, China, for a start in Q2 2021.

You will report to the VP, Asia, Clinical Trial Services and be responsible for the maintenance of our operations in China and generation of new business. You will work closely together with Inceptua's sales team and support functions.

Responsibilities include, but are not limited to:

- Support VP Asia in building Inceptua's China Region capabilities and service offering
- Develop strong relationships with key Regional partners to ensure they offer Inceptua competitive options and deliver on our clients' service requirements
- Deliver continued expansion of Inceptua market share through working strategically with all business functions, including Sales and Marketing, Operations, Quality and Finance
- Achieve/Outperform assigned annual sales and profitability targets
- Develop strong and ongoing relationships with Key Decision Makers, Key Influencers, Technical Buyers and Economic Buyers in target accounts
- Develop a robust funnel of new client relationships and opportunities sufficient to support achievement of assigned sales and profitability targets
- Convert opportunities to profitable deals for the company
- Enter all required activities, leads, opportunities, quotes and deals into the Inceptua ERP or CRM system
- Develop a proficient understanding of Inceptua's CTS capabilities and services (including manufacturing Services, depot and logistics services)
- Conduct regular meetings at our own premises and at customers premises to better embed Inceptua in their organisations and add value to our clients
- Develop consulting strategies tailored to the customers' needs
- Create competitive quotes and relay to clients the benefits of placing POs with Inceptua based on the advantages that our solution provides them

- Manage projects to conclusion, harnessing and working with the expert teams within Inceptua in order to deliver winning quotes to clients
- Attend conferences as required to promote Inceptua's CTS services and meet with new potential clients
- Develop accounts over time to the point that they can be directly supported by Key Account Managers within the business
- Resolve any project-related issues and other customer challenges
- Develop productive business relationships with internal stakeholders in order to effectively and efficiently engage and achieve a common goals
- Leverage your business network to generate new leads and set-up cold calls to arrange presentations with new customers as needed
- As required, cross-sell across the Inceptua Group portfolio of services

Your profile:

- You are business fluent in English and Mandarin
- You have 10+ years' proven experience within the Pharmaceutical industry, ideally in the area of clinical trial supplies
- You hold a University degree, with a preferred focus on Business Administration
- You are results-driven, you can work under pressure and meet tight deadlines
- You are experienced in working with international organizations and multi-cultural work environments
- You have a good network of existing contacts, excellent networking skills, and you are capable to establish strong working relationships with different stakeholders
- You have the ability to prioritize in a changing landscape
- You are able to travel regularly to Inceptua's locations as well as client's offices as required
- You are a proactive team player with excellent communication skills

This position is full-time, and we offer a competitive salary. We also offer a generous employee benefit package including attractive, central office locations, training courses, and a range of employee well-being perks.

Our company is home to employees from various backgrounds that speak a range of languages.

If you have a forward-thinking attitude and are ready to go the extra mile with us, we look forward to receiving your application.

Please send your application in English, including a covering letter, to

recruitment@inceptua.com.

Attachments must be in PDF format.