

## **Director, Business Development, Early Access**

*Inceptua is a global pharmaceutical services company with market-leading capabilities across multiple business areas. We have over 25 years of experience serving life science companies of various sizes and global operations with offices across Europe, North America, and Asia.*

*We provide clinical trial supply, services and logistics, including comparator sourcing of medicines, packaging, labelling, storage, and distribution services. And we offer strategic advice, design, facilitation, and implementation of global early access programs, and distributes unlicensed and other medicines worldwide.*

*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 **Director, Business Development, Early Access** to be based in the **East Coast region of the USA**, for an immediate start. You will report to the Senior Vice-President, Early Access and be responsible to support Inceptua Early Access through targeted business development activities, securing new Early Access consultative and program awards.

### **Responsibilities include, but are not limited to:**

- Cultivate strategic relationships with biopharmaceutical clients and regional prospects to build and expand a long-term business pipeline and achieve agreed targets
- Uncover and track potential Early Access new business opportunities and secure awards with new and existing clients
- Develop and submit proposals that offer bespoke and valued services and solutions based on a thorough understanding of prospective client needs
- Facilitate and participate in initial engagement with potential client companies, and in bid defense meetings
- Drive the completion of contracting with clients in a timely manner
- Achieve revenue, gross profit and growth goals by securing new business opportunities with new and existing client companies
- Collaborate with BD staff and other internal stakeholders to execute a marketing plan for EA activities, including conference attendance and management, materials, branding and thought leadership
- Maintain training and compliance with Inceptua SOPs and standards and seek new opportunities to develop in role
- Track ongoing industry development pipelines and portfolios to support continued business development activities
- Work collaboratively within Early Access and other Inceptua business groups to foster productive working relationships and focus on achieving client satisfaction and timely delivery



### **Your profile:**

- You have 5-7 years in the biopharmaceutical industry and 3-5 years in a healthcare service provider Business Development/Sales role
- Result-driven, you have solid customer service attitude with excellent negotiation skills.
- You have a network of existing contacts, excellent networking skills, and you are capable to establish strong working relationships with different stakeholders.
- You are experienced in working with international organizations and multicultural work environments.
- You have the ability to prioritize in a changing landscape.
- You are able to travel as needed to Inceptua locations, industry conferences as well as clients' offices as required.
- You are a proactive team player with excellent communication skills.

### **Compensation and benefits:**

- Base Salary: \$150,000 with discretionary bonus of 35% of base salary
- Comprehensive benefits package including 401(k) with match, dental, health, and vision insurance, plus paid time off.

This position is full-time. 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, including a cover letter, to

[recruitment@inceptua.com](mailto:recruitment@inceptua.com) (Attachments must be in PDF format)