

## **Job Title: Business Development Associate**

### **Job Summary:**

As a Business Development Associate, you will play a critical role identifying new business opportunities, building and maintaining client relationships. This role requires a strategic thinker with strong communication skills and a proven track record in business development within the life sciences industry.

### **Key Responsibilities:**

#### *Business Development:*

- Identify and prospect potential new clients to drive business growth.
- Conduct cold calls and leverage your network to build a robust pipeline of opportunities.
- Identify key decision-makers within target organizations and build relationships.
- Arrange and conduct meetings between client decision-makers and company leaders.
- Develop tailored proposals and pitches that address client needs and objectives.
- Handle objections and negotiate effectively to reach positive outcomes.
- Present a professional image that aligns with the company's values.

#### *Business Development Planning:*

- Attend industry events and conferences to stay informed about market trends and opportunities.
- Consult with mid and senior-level management on business trends to develop new services, products, and distribution channels.
- Identify and capitalize on opportunities for campaigns and distribution channels to increase sales.
- Leverage market and competitor knowledge to refine the company's unique selling propositions and differentiators.

#### *Management and Reporting:*

- Submit weekly progress reports and ensure accurate data management.
- Maintain and manage data within the company's CRM system.
- Forecast sales targets and work with the team to achieve them.
- Track and record activities on accounts and assist in closing deals.
- Ensure team members represent the company professionally and effectively.
- Develop a thorough understanding of the company's capabilities and goals to enhance performance.

### **Qualifications and Skills:**

- BTech/ BPharma/ MSc/ MPharma + MBA.
- 2-4 years of experience in business development within the life sciences industry.
- Proven track record in client acquisition and business development.
- Experience managing domestic and international clients. Strong presentation, communication, and interpersonal skills.
- Valid visa and travel history to the USA, Europe, or Asia preferred.

**Working Environment:** You will work in a fast-paced, cross-functional team environment alongside drug discoverers, engineers, AI and data scientists.

### **CORPORATE OFFICE:**

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