

Job Title: Senior Vice President of Business Development and Alliance Management

Job Summary: -

We are looking for a high-performing Senior Vice President of Business Development and Alliance Management to help us meet our ambitious customer acquisition and revenue growth objectives for our platform-based solutions to the Pharma/Life-science/ and Healthcare world. You will be responsible for developing and executing all key growth sales strategies, tactics and action plans required to achieve your financial targets.

Roles and Responsibilities: -

Business Development:

- Own and hit/exceed annual sales targets within assigned territory and accounts.
- Develop and execute strategic plan to achieve sales targets and to expand the company's customer base.
- Build and maintain strong, long-lasting customer relationships.
- Partner with customers to understand their business needs and objectives.
- Effectively communicate the value proposition through proposals and presentations.
- Understand category-specific landscapes and trends, reporting on the forces that shift tactical budgets and strategic direction of accounts.
- Responsible for significant and tangible client impact from all engagements.
- Seeks out and identifies new revenue opportunities at existing and potential clients.
- Representing company and networking in various conferences, and business events to attract more and more clients leading to tangible and commercial impact.
- Play's a lead/supporting role in proposal development ensuring actionable, on-target and timely proposals are provided to clients.

Key Requirements: -

- Proven sales experience, consistently meeting or exceeding targets.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level.
- Proven ability to drive the sales process from plan to close.
- Proven ability to articulate the distinct aspects of products and services and position them against competitors.
- Serves as a solutions-based expert, by applying consultative problem-solving skills.
- Experience of developing credible relationships with executives in the pharmaceutical/healthcare industry

Qualifications and Skills: -

- Graduation in Science / Pharmacy / Medical Degree + MBA/ PhD/ MBA.
- 15-25 years of experience in business development within the life sciences industry.
- Excellent communications, persuasion / influencing interpersonal skills to interface at all levels, internally as well as externally and strong presentation skills.
- Experience managing domestic and international clients. Demonstrates maturity, confidence, and consistently high energy levels.
- 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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