



We welcome to join our team  
a goal oriented, well-organized individual:

## New Business Development Manager

### Main responsibilities:

- ⇒ Identify, contact, and persuade prospective clients to work with company
- ⇒ Establish good and long-term relationships with these clients
- ⇒ Analyze the market and identify opportunities for business growth
- ⇒ Develop strategic plans for increasing sales revenue and implement these plans
- ⇒ Negotiate with strategic foreign partners
- ⇒ Communicate daily with clients and company's project team
- ⇒ Compile business proposals and agreements
- ⇒ Participate in and prepare for trade fairs, client visits, and events on behalf of the company.

### You'll fit well if you have:

- ⇒ Proven experience in business development (3-5 years) and B2B sales
- ⇒ Highly analytical approach with strong verbal and written communication skills
- ⇒ Exceptional time management skills
- ⇒ Clear, empathetic communication and interpersonal/teamwork skills
- ⇒ Previous experience in pharma industry is a plus
- ⇒ You are self-starter, and do not require micro-management
- ⇒ You are able to juggle and prioritize multiple projects simultaneously

### What we have to offer:

The company offers interesting work in an international team. An environment without dull routine; career growth and development opportunities, competitive salary, cooperation partners all over the globe and opportunities to participate in international events.

Applying and  
further information:  
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