

Senior Director, Business Development

KCAS Bioanalytical & Biomarker Services is seeking a Senior Director, Business Development (BD) to assist with managing projects and programs for our customers, by interfacing with technical operations and business development within a growing organization in Shawnee, Kansas. KCAS is a contract research organization (CRO) providing bioanalytical & biomarker services to pharmaceutical clients in support of drug development, preclinical and clinical studies.

This job ad is meant to provide a brief overview of the nature and level of work being performed and does not imply that these are the only duties to be performed.

Position Summary:

Responsible for sales and relationship management, in assigned geographic area, resulting in the achievement of company revenue objectives. This is accomplished by maintaining a high level of market awareness in the areas of bioanalytical sciences, early development, and clinical pharmacology, and engaging in proactive sales activities with existing and new customers.

Key Job Responsibilities:

Typical responsibilities of Senior Director, BD may include, but are not limited to, the following:

- Drive the business development process, from the identification of initial opportunities, through the development of specific proposals, to delivery of a signed contract, utilizing appropriate internal resources.
- Develop, maintain, and extend relationships with existing customers to ensure repeat business, and additional account growth.
- Identify, pursue, and develop relationships with new and potential customers within assigned territory.
- Represent the organization at professional meetings, trade shows, and conferences as needed to maintain visibility and market awareness.
- Participate in the development of marketing and sales plans by providing marketing intelligence and input as required.
- Assist in the implementation of sales and marketing strategies and tactics in assigned region.
- Initiate sufficient face to face meetings with customers to meet sales targets
- Enter data and maintain accurate updates in CRM.
- Support the company brand in all interactions including being a positive brand ambassador.
- Mentor or assist less experienced business development/sales associates as needed.

Education and Experience:

- High School Diploma required, bachelor's degree preferred.



Bioanalytical & Biomarker Services

Senior Director, Business Development

- 5 years of outside sales experience.
- Proven success achieving sales targets, including year-over-year growth of assigned geographic territories.

Competencies, Skills & Personal Attributes:

- Outstanding interpersonal and relationship building capabilities.
- Excellent written and verbal communications skills.
- Strong persuasion and negotiation skills.
- Willingness and ability to aggressively overcome objections and pursue sales decisions.
- Openness to coaching, mentoring, training others.
- Perform all aspects of job in a way that supports company brand and supports company mission, vision and values.

Physical Requirements:

- Ability to lift 20 pounds.
- Ability to sit or stand for extended periods of time.
- Ability to convey complex information clearly and concisely.
- Ability to ascend and descend stairs.

KCAS is proud to be an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, ancestry, marital status, veteran status, age, disability, pregnancy, genetic information, sex, sexual orientation, gender identity or any other legally protected category.