

## **KLIFO is looking for a Business Development Director for our Glostrup office**

Would you like to become our new colleague and use your life science experience and strong network in a newly established permanent position to identify and generate leads, manage the sales process and win new business?

You will report to VP Drug Development Counselling and CMC, Hanne Wulff Nielsen and work closely with the individual service areas and business development colleagues in Germany and Sweden.

### **The position:**

The Director, Business Development is responsible for contributing to business growth and profitability through sales of KLIFO solutions and services to new clients in Denmark. The primary focus of the role is to identify and cultivate qualified leads, manage the sales process and win new business whilst establishing and developing client relationships consistent with KLIFO Group's culture and values.

You would become part of an international and growing company with a flexible and trustful working climate, healthy leadership, strong focus on and interest in people and a respectful and free culture. We believe that our way of collaborating with each other and with clients is key to our success and we have therefore described it in KLIFO's "Way of Working" which we're all using in our daily work.

### **Qualifications and requirements:**

- M.Sc. with 10-15 years' experience in the life sciences field
- Minimum of 5 years' experience and proven track record in converting leads to deals in a business development or sales role within life science in Europe, ideally Scandinavia
- Thorough knowledge of and network within Danish biotech and/or biotech incubators and societies
- Thorough experience with establishing, developing and maintaining client relationships
- Specific knowledge about or experience with clinical, CMC or non-clinical development, clinical trial supplies or regulatory affairs is an advantage but not a requirement
- Experience with life science vendor management and partnerships is an advantage but not a requirement

- Consultancy experience is desirable but not a requirement
- English written and spoken at minimum at professional level
- Willingness to travel

### **Your main tasks would be to:**

- Establish, maintain and own lead oversight for the Danish market in line with the target client profile and business plan objectives for the market
- Pro-actively engage with potential clients to understand their needs and promote KLIFO capabilities
- Collaborate closely with KLIFO's service area heads, proposal managers and other key stakeholders during the sales process
- Establish confidentiality agreements and prepare and lead client meetings and presentations
- Support proposal development and write proposals
- Suggest and implement promotional activities
- Identify and participate in relevant industry fairs, congresses, events and networks
- Contribute to further development of KLIFO's business development capabilities

### **For you to thrive and be successful in this role you:**

- Enjoy to connect with people and have excellent social and client engagement skills
- Communicate and present clearly and confidently in writing and verbally and in Danish and English
- Maneuver respectfully and curiously in different company cultures
- Maintain the overview and have a systematic and pro-active approach to your work
- Have a collaborative mindset and are a flexible team player
- Thrive in a growing company where infrastructure is under continuous development

**Location:**

KLIFO has offices in Denmark, Germany, Sweden and The Netherlands. This position is located at our headquarter in Glostrup, Denmark.

**Contact:**

For more information, please contact VP Drug Development Counselling and CMC, Hanne Wulff Nielsen: [hanne.nielsen@klifo.com](mailto:hanne.nielsen@klifo.com), +45 44222903.

**Applications should be sent to:**

[job@klifo.com](mailto:job@klifo.com) marked Business Development Director. KLIFO processes your application and all related personal data exclusively for the specific hiring process. Your data is processed as confidential information, cf. the current data protection law (GDPR).

We review applications and invite for interviews on an ongoing basis.

KLIFO is a leading integrated drug development consultancy with significant experience in partnering with biotech and pharmaceutical companies to advance their drug development projects. We provide end-to-end expert capabilities, enabling our partners to maximise opportunity, mitigate risks, drive innovation and achieve efficient project advancement. KLIFO has offices in Denmark, Sweden, Germany and the Netherlands and employs more than 150 highly skilled employees.

Join KLIFO and work together with some of the most experienced colleagues in the life-science industry. We have strengthened our competences over many years of dedication to our field of expertise, and we support and learn from each other. This gives us a positive, flexible and informal working environment and allows us to grow as individuals and as a company.

For more information, visit [KLIFO.com](http://KLIFO.com)

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An Integrated Drug Development Consultancy