

KLIFO is looking for a Business Development Director for the German market in our Munich 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 Senior Director, New Business DACH, Christine Tiesler and work closely with the individual service areas as well as marketing and branding and business development colleagues in Germany, Denmark 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 Germany.

The primary objective of the role is to identify qualified leads, establish contact, create interest and understand clients' needs, manage the sales process and win new business whilst establishing and developing client relationships consistent with KLIFO Group's culture and values. The Director, Business Development will drive lead generation with a focus on the following KLIFO service areas; Drug Development Counselling (DDC), CMC Development Solutions (CDS), Regulatory Affairs Solutions (RAS), Quality Assurance Solution (QAS), Clinical Trial Supply Solutions (CTS), Clinical Operations Solutions (COS) and Pharmacovigilance Solutions (PVS).

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
- Thorough knowledge of and network within German biotech and/or biotech incubators and societies and/or German pharmaceutical companies
- Strong commercial mindset and interest

- Consultancy experience is desirable but not a requirement
- PhD in life sciences is an advantage but not a requirement
- Excellent social and client engagement skills
- Excellent communication and presentation skills (written and verbal)
- Systematic and organised
- German mother tongue; English written and spoken at professional level
- Willingness to travel

Your main tasks would be to:

- Establish, maintain and own lead oversight for the German 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 preparing and leading client meetings and presentations
- Support proposal development for DDC, CDS, RAS, QAS, COS, CTS and PVS and write proposals for clients for service areas without dedicated proposal managers (CDS and DDC). Liaise with client and internal stakeholders during proposal negotiation
- Setup contractual frameworks. Negotiate contracts and work orders with clients and drive deal closures.
- Secure hand-over to service areas after proposal acceptance
- Suggest and implement promotional activities in collaboration with KLIFO's communication and branding team, business development colleagues and service area heads and in line with our target client profile
- Identify and participate in relevant industry fairs, congresses, events, networks etc, and conduct follow-up contact with prospective clients
- Contribute to further development of KLIFO's business development capabilities
- Contribute to internal activities related to new business areas and internal toolbox and process improvements and business plans
- On ad hoc basis to support new client sales in other European territories outside DACH, Benelux, Sweden and Denmark

Location:

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

Contact:

For more information, please contact: Senior Director, New Business DACH, Christine Tiesler: christine.tiesler@klifo.com, +49 151 6549 5755.

Application:

Your application, including your CV, cover letter and expected salary range should be sent to job@klifo.com marked Business Development Director Germany.

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 are reviewing 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](https://www.klifo.com)