

JOB DESCRIPTION: LIFE SCIENCES R&D CONSULTING SERVICES SALES EXECUTIVE
EMPLOYMENT TYPE: FULL TIME

Reports To

Managing Partner

Position Summary

ResultWorks seeks to hire a senior Consultative Sales Executive with a proven track record of developing and closing six figure process and technology consulting engagements directly with the R&D operations of pharmaceutical and bio-technology companies. Working in close collaboration with the company's two Managing Partners, the successful candidate will be responsible for sourcing and creating new opportunities; building relationships with decision makers and influencers; creating, preparing and delivering compelling proposals; and closing deals. The successful candidate must have experience in consultative selling; be a problem solver; have strong and contemporary insight and experience with process and workflow optimization; project management; the drug discovery and development process; and software and information technology. Most importantly, the successful candidate must be able to credibly engage in in-depth "peer-to-peer" conversation with drug development executives and IT managers about their problems, challenges, and opportunities, and be able to craft and present ResultWorks' solutions with clear and compelling ROI benefits.

"Territory" will include targeted large pharma and new biotechnology accounts with an emphasis on the Eastern US.

The compensation plan for this position is aggressive, results-based and consists of a base salary plus variable compensation tied to revenue attainment.

Principal Responsibilities

- Leading identification and development of potential customers
- Developing awareness of ResultWorks' services with potential customers, using consultative sales techniques
- Gaining a clear understanding of clients' business and engagement requirements
- Developing client proposals including scope, fee structures, benefits and collaboratively optimizing "WIN" strategies with Managing Partners as needed
- Presenting proposals and closing new engagements within new and existing accounts to meet booking and revenue targets
- Maintaining, in coordination with service delivery account leads, relationships with existing customers through regular phone and face-to-face contact
- Developing senior level relationships (C-level, VP and director level) in accounts to maintain an awareness of ResultWorks' value proposition and to identify potential new opportunities in existing or new accounts
- Designing and executing account strategies with support of consultants and Managing Partners
- Developing global account strategies which may require occasional international trips to build relationships and execute strategies

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- Applying effective and repeatable sales practices such as lead generation, opportunity qualification, proposal development, contract negotiation and closure
- Engaging with prospects and clients using strong and effective presentation skills including fluency in the business justification (i.e. Return on Investment (ROI))
- Gathering market and client information; advise internally on market trends and buying trends of ResultWorks' clients and potential customers
- Staffing trade exhibitions and demonstrations as needed
- Providing sales related administrative duties including: sales forecasting, call logs, and other information needed to keep the Managing Partners regularly appraised

Critical Background and Skills:

- Proven sales track record in developing and closing services deals in new accounts in the Biotechnology-Pharmaceutical market using consultative solution selling techniques
- Proven experience working in the executive suite with executive level presence and influence
- Extensive industry network
- Global expertise and perspective
- Exceptional presentation and communication skills
- Strong business/deal making leadership skills
- Demonstrated ability in aligning client expectations with the company's planned delivery
- Motivated to be an integral part of a rapidly growing services venture with extremely high potential. He/she will demonstrate a passion for helping the company achieve and surpass its expectations for success
- Commitment to an open, high integrity, hard-working culture with a real sense of urgency

Position Requirements

- At least 10 years in the Life Sciences industry with at least 5 years of successful consultative selling experience of professional services into the pharmaceutical industry, specifically in Pharma R&D; experienced at successful services selling to executive level and senior managers
- Demonstrated achievement of closing mid-six-figure to low-seven-figure engagements and attaining annual revenue quotas
- Experience crafting value-added propositions and offering a wide variety of services managing a credible services portfolio
- Ability to use knowledge of scientific and clinical processes (research, development, manufacturing, commercialization, etc.) and related technology to communicate ResultWorks' services capabilities for a consultative sell
- Strategic thinking and planning applied to solution development within accounts
- Ability to analyze and evaluate territory dynamics and develop a sales plan

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- Ability to work independently and as part of a team
- Bachelor's Degree: Science, Computer Science, Engineering or related disciplines preferred
- Mid-Atlantic region preferred; the company is headquartered in the greater Philadelphia area

Working Conditions/Requirements

- Position works remotely from home office.
- Ability to travel as required (typically 50%)