

Position: Business Development Manager
Remote, Home-based

REDCap Cloud:

We are on a mission to disruptively transform the intersection of clinical research, evidence, and care delivery processes. Our objective is to accelerate medical breakthroughs by enabling patients, academia, integrated care delivery networks, foundations, Pharma, biotech, labs, and medical device groups to collaborate seamlessly on a state-of-the-art cloud-based engagement and evidence platform. Now is an exciting time to join us as we are currently experiencing tremendous growth.

Job Description:

We currently have an exciting job opening for a Business Development Manager to join our growing Sales & Commercial Operations Team. Reporting to the Executive Vice President - Commercial Operations, the Business Development Manager is responsible for building market position by locating, developing, defining, negotiating, and closing business relationships. This position is also responsible for developing meaningful strategic partnerships, to build new markets for REDCap Cloud products and services.

Day-to-day duties & responsibilities will include:

- Source and develop new business opportunities and build relationships with potential strategic partners
- Develop, cultivate & expand business relationships with existing business partners
- Manage partner account, problem solve & resolve queries efficiently.
- Monitor industry, SaaS & technology trends and identify new go-to-market and growth opportunities
- Proactively identify new opportunities within existing customers
- Closely collaborate with Product & Customer Success Teams regarding customer needs
- Collaborate and act as a bridge between REDCap Cloud and the partners
- Ensure the implementation of applicable ISMS and QMS policies and procedures in the department.

We're looking for someone who has:

- Bachelor's Degree in Business/Marketing/Sales or related field
- Sales & Business Development experience, within healthcare/life sciences
- Excellent interpersonal & communication skills (written & oral)
- An analytical and creative thinker
- Excellent leadership and organizing skills
- Ability to deliver to deadlines & prioritize
- Strong Negotiation skills
- Persuasion skills

How to Apply: Please send your up-to-date CV to slearmouth@redcapcloud.com

nPhase, Inc. is an Equal Opportunity Employer. Applicants must have a valid Visa; employment sponsorship is not available for this position.