

## Job Description

### Pharmatelligence Ltd (trading as Human Data Sciences)

**Job Title:** Business Development Manager  
**Department:** Commercial & Business Development  
**Reports to:** Commercial Director

#### About Human Data Sciences (HDS)

HDS is a healthcare data consultancy which specialises in the analysis of independent real-world evidence for healthcare services and the pharmaceutical industry. We have over 20 years of specialist knowledge and operational experience enabling us to deliver real-world evidence to improve understanding of treatment effectiveness and safety and guide better decision-making in healthcare. We have published more than 200 papers and abstracts in peer-reviewed journals and have supported numerous applications to reimbursement authorities including the National Institute for Health and Care Excellence (NICE). We are an expert supplier of research services using the Clinical Practice Research Datalink, the UK's leading healthcare data source.

We are at an incredibly exciting stage of our journey. We have recently launched Livingstone, our proprietary solution that analyses electronic medical record data, producing real-world evidence (RWE) and scientific reports (epidemiology/healthcare resource utilisation & costs) in minutes. Driving a new era in global health analysis, through Livingstone®, the prevalence of all diseases in the ICD-10 coding taxonomy has been calculated. Published via [www.PrevalenceUK.com](http://www.PrevalenceUK.com) – this ground-breaking insight will empower medical professionals, researchers and the public with the ability to access and understand the frequency and occurrence of all diseases amongst the UK population. Livingstone and PrevalenceUK present an exciting opportunity for our company and for the research industry. Currently a multi-disciplinary team of 35, we are a diverse team pushing the boundaries in the work that we do. We offer a collaborative working environment and a chance to make a difference.

#### Overview of role:

We are looking for an experienced Business Development Manager (BDM) to join us as a critical member of our team. You will be a consultative sales professional with experience of identifying, developing, closing and expanding new business opportunities with life sciences and associated customers. You will combine use of your own network with leveraging existing relationships held within the wider Human Data Sciences team to generate new, long-term customer relationships. Experience within our industry and a similar role is essential.

#### Main job responsibilities:

- An ability to identify clients' key business objectives, research and analyse new business opportunities and respond with bespoke proposals
- Cultivate strong, long-term relationships with key decision-makers within accounts and develop deep knowledge of the customer organisation
- Work with cross-functional support teams to prepare and lead client interactions and sales presentations.
- Manage and assist in the preparation of RFI/RFP responses
- Utilise CRM and other sales tracking tools to maintain and track business development and sales activities

- Support sales by attending industry conferences
- A willingness and ability to travel to client locations where required

**We are looking for someone who is:**

- Is a self-motivated, enthusiastic, forward-planner who critically assesses his/her own performance
- Excellent written and verbal communication skills
- Is tenacious, focussed and determined to achieve
- Has a desire to acquire new skills and knowledge
- Has the ability to work both independently and within a team
- Is proactive and has an ability to demonstrate initiative and creativity
- Has a high level of professionalism
- Has a strong track record of exceeding goals

**Basic Criteria:**

- Bachelor's degree
- At least 5 years professional experience in consultative selling in the pharmaceutical and healthcare industry
- Has a proven track record of winning and developing key accounts, within the Pharma/MedTech/Healthcare sector
- Demonstrable experience of successfully employing a consultative selling approach, within the RWE/health informatics arena
  
- Experienced and comfortable presenting at senior level
- Strong relationship building skills
- Vision and direction
- Ability to network at all levels – internally and externally

**Desired criteria (not essential):**

Job Type: Full-time

Location: Hybrid, 3 days at the office

Salary: Based upon experience

Closing Date: 7th January 2024

We reserve the right to close this advertisement early if we receive a high volume of suitable applications.

No recruitment agencies please