



RxLogix Corporation

Title: Business Development Manager

Location: Noida, India

Date-12th May,2018

General Purpose: RxLogix is seeking experienced and successful Business Development Managers to join our team to develop new business, manage client relationships, promote the RxLogix brand and drive the next stage of our ambitious growth plan. We are looking for proven software sales success in the life sciences vertical, experience of driving complex sales cycles to closure and the ability to open new accounts.

Job Status: Full Time

Essential Duties & Responsibilities:

- Understand the RxLogix value statement and be able to communicate this up to the C level with our customers and prospects
- Meet/exceed targets for pipeline generation and revenue through: Identifying new prospects for RxLogix products and services
- Supporting existing customers through meaningful relationship management and translating into new opportunities
- Work collaboratively with colleagues across the sales and marketing team to identify target accounts and to develop revenue opportunities
- Ownership of individual sales process including pipeline and forecasting
- Manage complex sales cycles, utilizing internal and external resources as appropriate

Minimum Requirements:

- Experience selling leading-edge technology into life sciences.
- Successful track record developing new relationships within new accounts
- Preferably an established network in the Drug Safety/Pharmacovigilance domain
- Fluent in English
- Willing to travel (50% of time)
- Personal attributes including integrity, courage, dedication, team-work and an eye for detail

Travel Expectations

- 50% Travel