



New Business Development Account Manager - Europe

Are you an enthusiastic and hungry business development professional with experience in either a mid-tier CRO or a similar life sciences service company to Arriello? Can you effectively manage client accounts and develop them for new opportunities? Are you looking to join and expand your role within a successful and rapidly expanding company? If so, we're looking for you.

Responsibilities

New Business Development

- 2nd Point of Contact, with any prospects, after receiving qualified leads from a Lead Developer
- The first point of contact for presenting Arriello by phone and face to face
- Use BD tools to introduce Arriello and set up calls/meetings with NBD: Linked In, Email, Telephone, any other related tools and databases
- It is essential that NBD clearly defines opportunities and ensures that they are further qualified to a point where it is necessary to bring in the support of Technical Sales Support (TSS) to perform technical analysis and eventually proposal.

Account Management

- First point of Contact with clients, developing accounts for new opportunities
- Manage CRM and work orders for ongoing business
- Regular client feedback contact to ensure we are delivering and meet quality management standards

Focus:

- Switzerland, UK, Germany, Nordics, Benelux region

The ideal candidate has/is

- Experience in either a mid-tier CRO or a similar life sciences service company to Arriello.
- Flexible enough to "fit" within Arriello without feeling challenged
- 3-5 years of BD experience with a proven record of results
- Intelligent, hungry and determined, with a pleasant character – Assertive but not pushy to get results
- Willing to be a contractor or employee of Arriello Ireland
- Western European
- Located anywhere in Europe