



New Business Development Account Manager – US West Coast

NBD-UWC-1218

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 based on the US West Coast? 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 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: LinkedIn, Email, Telephone, any other related tools and databases
- Clearly defines opportunities and ensures appropriate further qualification before handing to Technical Sales Support (TSS) to perform technical analyses and proposals

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:

- US West Coast and Western US

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
- American
- Located in California, preferably in or near San Francisco or San Diego