

Vice President – Business Development, Life Sciences

Founded in 1968, Oriel STAT A MATRIX is a leading global organization providing consulting and training services to the Regulatory Affairs and Quality Assurance functions within the Life Science industry. We are proud of our focus on client outcomes: we achieve superior client results because we balance a pool of highly skilled, specialized affiliates with a carefully chosen team of expert, commercially minded full-time Quality System and Regulatory Affairs employees, all of whom can execute to best-in-class consulting and training services in the market. Our strategic focus on maintaining a balanced bench of high-caliber affiliates and full-time employees has naturally driven exceptional organic growth for the organization. In addition to this, the growing regulatory environment for medical device quality means we are currently seeking to add key business development and sales roles in our Life Science practices. We are looking for individuals who possess a level of skills and talents commensurate with our brand and a strong network among our target market clients.

We offer a friendly and pleasant office work environment; work schedule flexibility; telecommuting (when business permits); a competitive compensation package including an incentive compensation plan; a generous health benefits package including medical, dental, vision, FSA, life insurance and a 401(k) plan.

Position Description

The Vice President Business Development is responsible for new client acquisition and developing organic growth from our existing client base. We expect familiarity with the new MDSAP regulation and preferably the EU MDR.

This role works closely with our inside and outside sales team members. Using the latest business development tracking technology, this role will encourage and lead other members of the sales team and integrate efforts across organizations, companies and countries to achieve the best solutions for our clients.

This role will work with Oriel STAT A MATRIX full time sales and technical employees, in addition to our affiliate consultants in the development of new and expanded business opportunities.

Position Responsibilities

The Vice President – Business Development will accomplish results by:

Business Development

- Execute sales strategy and initiatives for high-dollar consulting services; audit services; regulatory affairs advisory work, and the delivery of complex training programs.
- Manage all phases of the business development lifecycle to successfully close deals, including opportunity development, proposal development, implementation estimating, project scoping, negotiating and client presentations.
- Establish and build upon long-term relationships with senior leaders in the medical device industry – manufacturers, professional organizations and regulators.
- Maintain familiarity with the skill-sets of the various technical staff to identify best fit between client need and our delivery capabilities.
- Work with the technical leaders on project management.
- Close collaboration with other employees and affiliates in a professional and supportive manner to deliver the best result to the client.
- Developing familiarity with our tools, techniques and processes and why they are the best in the industry.

Leadership

- Translate client needs into relevant deliverables that leverage the firms broad platform of services
- Develop and implement strategic and tactical account plans
- Provide insight on current trends in the life sciences sector and identify how our life science offerings can be augmented and updated to address these trends.

Basic Qualifications

- Bachelor's degree in any discipline with healthcare/life science related experience preferred.
- A minimum of 10 years experience in complex solution sales. Life Science experience a plus.
- Strong writing and interpersonal skills
- Ability to work in teams, including geographically dispersed teams.
- Ability to push for results.

Industry Requirements

- Proven track record of achieving an annual sales quota of at least \$2 million in selling RA/QA/Performance Improvement consulting and training services to senior level executives in the medical device industry.
- Operational experience in the medical device industry
- Experience of proposing complex consulting engagements
- Consistent history of hitting and exceeding targets
- Experience with a management consulting firm selling to the medical device sector
- Experience promoting products and solutions to the C-Suite level
- Quality, regulatory and process improvement solution sales experience

Travel

Ability to travel domestically and internationally is required for this role.

To apply, email your resume and cover letter to hr@orielstat.com. Please place *Job Code: "VP-BDLS"* in the subject line.

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