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# Vice President – Business Development

**Location:** Union, NJ (or remote in US, Canada, UK, or Ireland)

To apply, email your resume and a cover letter to hr.tech@orielstat.com. Please put "VPBD" in the subject line.

## Position Description

This is an individual contributor role that interacts with mid-senior levels of a client's organization, including but not limited to executive management, regulatory and quality management leaders, and high-level technical specialists. This interaction is imperative for understanding the client's true needs as they relate to regulatory and quality requirements as well as organizational goals. It also involves working closely with our Executive Management Consultants to define detailed sales proposals that outline how we intend to solve client problems. While the project is active, this role facilitates regular project update meetings with the client and Executive Management Consultants to ensure project outcomes are delivered as expected by the client.

## Position Responsibilities

In this role, results will be achieved by:

**Engagement sales**

Establishing yourself as a confident, competent, and trusted advisor in the minds of senior clients.

Being capable of developing systematic contact and visiting routines that match how each client wishes to be contacted, while leading to a regular stream of new business.

Identifying early on any risks in closing or delivering a project, and working with the wider team to mitigate those risks.

Being fully competent in building a trusted network of key relationships that complement sales efforts with target clients, both directly and indirectly.

Attending key industry events that gain credibility for yourself and the company.

**Engagement support**

Maintaining constant contact with each client to make sure projects in place are delivering to expectations and enabling a swift resolution of any issues by working with the delivery team.

Facilitating regular updates with clients and the technical team to assess progress, while listening for new opportunities.

Taking complete responsibility for a client relationship so the technical team can focus on delivery.

Gaining up-to-the-minute knowledge of the industry / regulations country by country, and sharing this information with clients and potential clients to demonstrate how we look ahead and advise accordingly.

**Leadership**

Translating client needs into relevant deliverables that leverage the firm's broad platform of services.

Developing and implementing strategic and tactical account plans.

Operating with gravitas and gaining the confidence of each client.

Ensuring development and coaching of all team members so that they can deliver expected outcomes.

Providing insight on current trends in the life sciences sector and identifying how our service offerings can be augmented and updated to address these trends.

## Person Description

Has a confident personality and is competent in getting ideas across to others effectively in both verbal and written communications.

Demonstrates the ability to work in a team environment, especially when operating remotely.

Has a passion for patient safety through selling appropriate and necessary services to our target clients.

Respects the contributions of all colleagues and facilitates consensus on tough issues.

Demonstrates systematic, consistent, and determined management of an effective sales process.

## Basic Qualifications

Bachelor's degree in engineering, science, or life sciences-related field

Evidence of strong sales performance in a complex, regulated environment

Strong experiential knowledge in medical / in vitro device manufacturing and regulation

## Industry Requirements

Experience with:

Selling complex solutions into the life sciences industry

Medical device or in vitro device manufacturing

Interpretation and application of codes, regulations, standards, and GAMP

Quality systems planning and implementation, design control, and process validation

Submissions, remediation, clinical evaluation, postmarket surveillance, and risk management

FDA 21 CFR Part 803, FDA 21 CFR Part 11, and FDA 21CFR Part 820 and / or relevant EU regulations

Software as a medical device (SaMD) and combination products

## Travel

Must be able to travel extensively domestically (50%-75% of the time). Occasional international travel may be required.

## Compensation

Base: $80,000-$110,000 with full benefits, and a generous commission scheme.

### To Apply

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