

Alcimed

Healthcare - Business Development Manager – California



Founded in 1993, ALCIMED is an Innovation and New Business consulting firm, specializing in innovative sectors: life Sciences (Healthcare, Biotech, Food), Energy, Aeronautics, Chemicals, Cosmetics, Materials, Space and Defence.

Our goal is to help serve our clients from the private and public sectors to explore and develop uncharted territories including New Technologies, Market Innovation, High Growth Geographies and Strategic Foresight.

We have seven offices in Europe, one in the United States and one in Asia.

Why should you join us?

Because you have an entrepreneurial spirit and are eager to contribute to the strong development of our activities in new territories

Because Innovation and new business development in healthcare industries are appealing to you and you would like to play a key role in strategic topics for our clients (ie. Helping them to develop into new markets, defining patient-management programs, patient pathway enhancements, innovative technology assessments, partnership identification ...).

Because you'll have the opportunity to start a career engaging high level business discussions with top decision-makers in Innovation, R&D, Marketing, Sales and Corporate management

Because working in a major life sciences hub worldwide, with a team of high potential talents highly stimulates you

Because you will not find a similar job elsewhere

Job description:

Join our team in Princeton, NJ as a Business Development Manager in order to develop our healthcare activities in the West Coast (California).

- You prospect new clients and establish long-term business relationships with them in order to develop your client portfolio (Top-20 Pharmaceutical companies, Vaccines and Medical Device Leaders, Biotech...).
- You meet and negotiate with top decision-makers and identify their issues and needs.
- You define, along with our Project Managers the appropriate methodologies and elaborate commercial proposals to best answer our client's needs.
- You are the interface between your clients and ALCIMED's team of consultants who will perform the projects.
- You are an entrepreneur eager to create your own Business Unit.

Permanent – full time contract

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Profile

Master's degree or PhD in Medical/ Biomedical Sciences, Engineering or Business.

Entrepreneurial spirit

Passionate about the healthcare sector, business development and innovation

Fluent in English. Mastering French or other languages is appreciated

Requested qualities

Great interpersonal skills – business-oriented mindset – results oriented – entrepreneurial spirit – taste for challenges – confidence – tenacity – ambition – creativity – passion – adaptability

Recruitment process:

Please send your Resume and cover letter (Job reference: BDM-US-CA) to:

applications@alcimed.com

Interviews will take place in Princeton (NJ)

Visit us at www.alcimed.com