

Recruiting
Director of Business Development
to join our expanding international Group

BlueReg Group is a consultancy organisation offering strategic advice and hands-on outsourcing solutions to life science companies through the entire lifecycle of their products.

BlueReg was founded in 2011 and, since then, has experienced significant year-on-year growth. It today employs more than 50 full-time employees and has worked with over 100 clients ranging from large multinationals to small start-up pharmaceutical companies.

In the context of its continued growth, BlueReg is currently seeking an experienced **Director of Business Development** to develop and head the BD department.

Key duties and responsibilities are summarized below:

- Sets up and implements plans to develop new business opportunities at existing accounts, to acquire new clients and capture new business opportunities in line with BlueReg ambition
- Participates in pricing and proposal activities for opportunities as appropriate
- Leads client presentations, RFP responses and bid defence meetings
- Closes major new project deals with clients in coordination with BlueReg CEO
- Provides general intelligence on the life sciences environment and key competitors
- Establishes, cultivates and grows client relationships at the appropriate levels
- Presents and promotes the company services and participates in international conferences and meetings with clients, external vendors or advisors.

Experience

- Minimum 10 years relevant experience in a similar role;
- Minimum 5 years' experience in Life Sciences (Pharma/Biotech), ideally with a CRO background and/or Consulting environment experience;

Education and skills

- Bachelor's degree in life sciences required. MBA preferred;
- Fluent in English and French; ideally native English
- Outstanding verbal and written communication skills;
- Willingness to travel mainly in Europe and in the US
- Strong presentation skills;
- Strong leadership skills and ability to positively influence both customers and team members within BlueReg;
- Ability to be a team player and/or work independently;

Please send a copy of your CV and a cover letter to contact@blue-reg.com .

This position can be located at one of the following office location:

FRANCE - Paris

9 avenue percier
75008 Paris
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FRANCE - Sophia Antipolis

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