



Business Development Representative

IQVIA

Job Category: Sales/Marketing/Business
Development

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: 1-3 years

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Description/Responsibility

- Working closely with Account Executives to help build their pipeline by identifying early stage qualified opportunities
- Contact potential prospect companies based on outbound cold calling into core and expanded markets
- Generating a significant volume of live connects from these identified companies that are passed on to the Account Executive for further pursuit based on qualification
- Setting up conference calls between the Prospect and Account Executive for qualified opportunities
- Daily input of data to Salesforce.com from outbound activities including outbound calling, email, and social media.
- Updates should be performed on all Lead, Account, Contacts, Opportunities and Activity records in Salesforce.com daily as needed.

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Additional Academic Requirements

- Bachelor's Degree

Experience Requirements

- 1 - 3 years of experience is required.

Additional Experience Requirements

- 1-3+ years of experience

Skills Requirements

- Microsoft Office (Excel, Word)
- Organization skills
- Good communication (written and oral)

- Cold calling into clients and prospects
- Problem solving/trouble shooting
- Salesforce.com /CRM experience

Work Area

- Applicant should have experience of working in the following category(ies):
Sales/Marketing/Business Development

Industry Type

- Experience should include the following skills: Medical/Healthcare/Pharmaceuticals

Job Location

- Anywhere in the country

Address: Durham, NC, Durham, NC, United States

Company Profile: Biotech & Pharmaceuticals

Company Website: <https://jobs.iqvia.com/>