



Business Development Representative
CERTARA

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: 1-2 years

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Description/Responsibility

- Meet/exceed Sales Assigned and Sales Qualified Lead goals on a weekly and monthly basis
- Meet/exceed Key Performance Indicator (KPI) metrics on daily/weekly prospecting activities (100 blended activities daily 50 calls / 50 emails)
- Document all activities (phone and email outreach)
- Qualify prospects to the correct agreed upon criteria with the sales organization
- Host Hand-off calls with prospects and the sales team
- Develop and maintain superior relationships with prospects and customers
- Build a strong pipeline to support assigned software quotas to account executives
- Gather market intelligence and relay to management in order to improve offerings and communication for various market needs

Education Requirements

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

Additional Academic Requirements

- Bachelor's degree in business or within a science related discipline

Experience Requirements

- 1 - 2 years of experience is required.

Additional Experience Requirements

- 1-2 years as a lead generation representative, preferably within the pharmaceutical industry.

Skills Requirements

- Attention to detail for capturing all prospect interaction notes into Salesforce
- Experienced in the MS Office suite (Excel/Word/PPT)
- Excellent verbal and written communication skills

- Strong organizational skills with the ability to multi-task and set priorities
- Ability to work in a high energy team environment
- Must be capable of communicating value propositions for software and services to effectively identify opportunities
- Ability to support bookings pipeline forecasts for account executives
- Must be able to multitask and have strong organizational skills
- Self-motivated professional with ability to work with minimal supervision in a team environment

Work Area

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

Industry Type

- Experience should include the following skills: Medical/Pharmaceuticals

Job Location

- Anywhere in the country

Address: Radnor, PA, Radnor, PA, United States

Company Profile: Biotech & Pharmaceuticals

Company Website: <http://www.certara.com/>