



Since 1990, METRONOMIA Clinical Research GmbH represents quality, competence, continuity and absolute customer orientation. We are a growth-oriented, mid-sized company that offers expert Biostatistical, Data Management and Medical Writing services in clinical research and serves international clients and projects from various industries including pharmaceutical, biotech and medical devices. Our clients value the competence and commitment of our employees, the basis of Metronomia's success. Come and join us as:

## Director Business Development (m/f/d)

The Director of Business Development (BD) is a newly created, strategical role at Metronomia. As BD Director, you capture the business requirements of existing, former and potential new clients, define BD objectives and execute BD initiatives, securing new and sustained business for Metronomia's future.

### Your responsibilities

- You effectively represent and present Metronomia and its services to potential new/existing clients.
- You foster and develop relationships with clients, establishing long-term and preferred partnerships.
- You assess and communicate client needs and drive planning and execution of initiatives to meet these.
- You monitor and address client/industry developments impacting client perception or service provision.
- You carry out continuous development of BD including participation in relevant conferences/forums.
- You set standards for BD and leverage existing or select/implement new tools including CRM.
- You devise strategy for optimal company representation, presentation and positioning in the industry.
- You lead the BD team, collaborate with Marketing, support Proposal and Contract Management with RFIs, RFPs and contract negotiations, and advise the Leadership Team on business strategy.

### Your qualification

- Bachelor's degree or similar in life sciences or field related to Metronomia's services.
- Min. 3 years BD experience and well established network, both in the clinical research field.
- Robust understanding of Metronomia's service portfolio and ability to represent these optimally.
- Strong relationship-, account- and self-management skills; excellent in negotiation, sales, and marketing.
- Fluent in German and English and proficient in Microsoft Office and specific BD applications/software.

### We offer you

- An attractive salary and extensive social benefits.
- Highly motivated and qualified colleagues and an open, respectful and collaborative atmosphere.
- Extensive onboarding training and development opportunities via internal and external trainings.
- An attractive workplace with career development, work-life balance and family friendliness.

Interested? Apply [here](#) with a comprehensive application, your availability and your salary expectations. Please note that Metronomia uses the "Recruiter on demand" service from Constares GmbH to support the management of applications.

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