



Business Development Director Pearl Pathways

Pharmaceutical and device companies need to navigate through many hurdles as they develop drugs, devices and diagnostics that improve and save human life. **Pearl Pathways** supports companies in their development, manufacturing and marketing of these products.

If you are up for the challenge of a startup company that is in an exciting marketplace and poised for success, Pearl has the opportunity for you.

Position

Business Development Director - Indianapolis

Job Description

The Business Development Director must develop and close a large pipeline of business. This position will report to the President/CEO and work closely with the two co-founders to enhance and develop lead generation efforts and pull prospects through to clients. We are looking for a creative and motivated sales professional who will aid in growing our business and serve as first member of our management team.

Responsibilities include:

- Own the sales cycle from lead generation to closure, via phone calls, email communications, face to face meetings
- Manage sales activity, planning, and reporting results of process
- Qualify all leads and sales opportunities (database of +1500 contacts exists)
- Generate additional business opportunities through networking events, marketing generated leads, cold calls, and personal contacts
- Must be able to work independently in a fast pace, rapidly changing environment

Skills

- Proven sales experience required. Account management experience required.
- At least 3+ years experience in commercialization efforts
- Ability to work autonomously
- Exceptional communication skills, both verbal and written
- Experience in life sciences preferred
- Marketing knowledge a plus
- Clinical trial or regulatory compliance experience a plus



Effort required

- Minimum 8 hours/week
- ~30 calls or emails/week
- 2-3 appointments or conference calls/week
- 1 proposal sent/week
- Occasional networking events

Compensation

- Low hourly fee for outward bound sales activities, kicker for proposals sent
- Primarily commission based compensation

Send inquiries and your resume to contact@pearlpathways.com .

Company Description

Pearl Pathways (www.pearlpathways.com) is a comprehensive life science product development services company. Our experienced team is obsessed with expediting life science product development regulatory pathways. We have three business units to serve our clients:

- **Pearl IRB** (www.pearlirb.com) is a full service commercial Independent Review Board that provides human research IRB reviews, IRB exemptions and waivers, and also offers support for research protocol/ICF medical writing, site assessments, and monitoring services.
- **Pearl ReGXP** is a regulatory and quality compliance consulting practice that provides regulatory filing guidance, conducts global health authority negotiations, develops/improves quality systems, and delivers GMP/GLP/GCP auditing services.
- **Pearl IDEAS** provides strategic product development assistance, third party vendor selection and management strategies, due diligence services, and sales and marketing services for drug, biologic and device companies.

To learn more, contact us at contact@pearlpathways.com or visit us at www.pearlpathways.com.