



## **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** is a professional services firm that 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:**

- Develop and implement strategic business development plan
- 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 +3000 contacts exists)
- Manage inbound leads
- Generate additional business opportunities through networking events, marketing generated leads, cold calls, and personal contacts
- Develop trade show strategies, manage event activities, sponsorships and speaking engagements
- Manage sales/marketing associate (intern)
- Work closely with service delivery team for contract scope changes, account management needs, and identifying new opportunities with existing clients
- Active involvement in company business planning process
- 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
- Demonstrated ability to deliver results
- Ability to work autonomously
- Exceptional communication skills, both verbal and written
- Experience in life sciences preferred
- Management experience preferred
- Marketing knowledge a plus
- CRO, CMO, Clinical trial or regulatory compliance experience a plus

## Effort required

- Fulltime position
- ~30 calls or emails/week
- 3-5 appointments or conference calls/week
- +3 proposals sent/week
- Occasional networking events
- Some travel within the US

## Compensation

- Salary plus uncapped commission
- Eligible for annual bonus
- 401k with company contribution
- Employee sponsored life and disability insurance
- Starting PTO 15 days and 9 company holidays

Send inquiries and your resume to [contact@pearlpathways.com](mailto:contact@pearlpathways.com).

## Company Description

**Pearl Pathways** ([www.pearlpathways.com](http://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](http://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](mailto:contact@pearlpathways.com) or visit us at [www.pearlpathways.com](http://www.pearlpathways.com).

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