

Job title	<i>Business Development Associate (Full-time)</i> Healthcare and Information Services
Reports to	<i>Fabian Schroeter, Managing Partner and Head of Business Development</i>

Who we Are

Qnidos Deutsche Health Intelligence, founded in 2017, is a German-American professional learning platform, expert network, market research and competitive intelligence company focused solely on the German and European healthcare industry. With our U.S. headquarter in West Palm Beach, Florida and German offices in Hamburg and Münster, we advise established and emerging companies in the life science, digital health, medical devices and biotechnology community on market entry strategy to Germany through a network of curated European experts

Our members are German health-economists, private equity, payer and regulatory experts, supply chain/operations specialists, scientists and researchers and former industry leaders in pharma, biotech and medical technology.

Job purpose

We are currently looking to expand our multilingual sales team which will focus on introducing our products to the US healthcare industry. As such, we are looking to hire a Business Development Associate to join our growing team in West Palm Beach, FL, responsible for identifying, prospecting and qualifying new clients across Life Sciences, Digital Health, Medical Devices and other healthcare industries.

Duties and responsibilities

- Learn and demonstrate Qnidos' value proposition across the entire suite of primary research services (expert network, conference calls, private meetings, survey reports, market intelligence and bespoke studies)
- Prospect potential clients who fit the on-boarding criteria, developing relationships to better understand their broader research, knowledge and international expansion needs and explore cross-selling opportunities
- Oversee the generation and qualification of leads through phone and email campaigns
- Delivering dynamic sales calls and presentations to cultivate relationships with CEO's, Senior Executives and decision makers and manage a robust portfolio of potential accounts
- Work alongside the Head of Business Development with user acquisition and prospecting strategies
- Report to the Head of Business Development weekly on sales results
- Attend weekly sales call with the German team to measure progress and strategy
- Putting your existing network to good use and growing your connections through a pre-defined list of potential account leads to assist you in developing business

Skills

- Demonstrable ability to generate and follow up on business leads effectively with excellent networking skills
- Proven experience in communicating effectively and building relationships quickly over the phone
- Possess basic knowledge of sales techniques and healthcare markets including alternative investments
- A self-starter, who can establish and organize daily sales activities with minimal supervision
- Results driven team player with a positive and “can-do” attitude
- Self-motivated individual with strong time management skills and attention to detail
- Strong familiarity with Excel and Constant Contact

Qualifications

- Hold a 4-year college degree with strong academic record
- Be eligible to work in the US without requiring sponsorship now or in the future
- Negotiation, facilitation and consensus building skills.
- Strong oral and written communication skills; presentation skills
- Professional business appearance and well groomed
- Foreign language skills preferred. German is advantageous.
- Proficient in English is a must

Working conditions

Monday-Friday 9:00am to 7:00pm. You should be able to travel during the week to our office in West Palm Beach, FL and visit prospective clients on a demand basis.

We require a drug-test and background check.

Primary Location

West Palm Beach, FL, USA

Schedule

Full-time

Compensation/ Salary

TBD

Apply

Email a cover letter and résumé citing your experience as well as three professional reference contacts and send application materials to careers@qnicos.com with subject line: Business Development Associate [Insert your current location and state]

Application materials will not be considered without a cover letter, resume and complete references. Applicants without experience will not be considered.

We require a drug-test and background check.

Candidates selected for further consideration will be contacted for interviews.