PISTOIA ALLIANCE CAREER OPPORTUNITY

Leader, Business Development

Full-Time, Remote, Reports to: President, Pistoia Alliance

Salary commensurate with experience, bonus eligible

The Pistoia Alliance is a not-for-profit corporation which brings together the biopharmaceutical ecosystem to power pre-competitive collaboration to facilitate innovation and efficiencies. It develops projects and holds conferences and roundtables which are focused on common current and emerging issues in the industry, specifically in the areas of data, AI and technology for life sciences R&D. The Pistoia Alliance has a global community of more than 200 member organizations, including 18 of the top 20 pharmaceutical companies by R&D investment.

Job Description

- Develop the strategy and plan for recruiting new member companies in close collaboration with the Pistoia Alliance Leadership Team focusing on growth and geographic expansion.
- Own and actively manage a qualified sales pipeline, from prospecting and stakeholder engagement through proposals, negotiation, closing, and revenue forecasting.
- Encourage through continuous contact, member engagement in the opportunities offered by the Pistoia Alliance, particularly engagement in and funding projects and communities.
- Retain current members which are required to renew yearly. Lead a proactive, commercially focused renewal process, identifying retention risks early and securing timely renewal commitments.
- Manage, recruit, and support a global business development team of part-time contractors who cover various territories for all these same activities.
- Recruit and retain new members directly and utilize the business development team.
- Raise funding for projects and other alliance activities in close collaboration with the Chief Portfolio Officer for pre-competitive projects along with the business development team.

- Identify and close funding opportunities for new and existing projects and communities, aligning member business priorities with compelling collaboration propositions.
- Update the Board of Directors on plans and activities.
- Utilize the Board and other key contacts for recruitment and retention of members when necessary.
- Work in close collaboration with the team arranging and planning conferences, sponsorship events, and informatic forums, to provide input and speakers from key pharma members
- Maintain close contact with key leaders in member companies and prospective member companies.
- Develop multiple trusted relationships within large and medium-sized member organizations and comparable prospects, including senior leaders, decision makers, opinion influencers and innovators beyond existing project contacts.
- Maintain CRM system including mapping budget owners and decision makers in all key accounts
- Work closely with membership support to complete the joining and renewal process.
- Write business cases articulating the value of membership.
- Deliver against agreed commercial KPIs, including new membership sales, renewal rates, project and community funding, sponsorship revenue and sales pipeline progression.

Qualifications

- Experienced manager and leader
- Ability to work well in a team remotely and spread across the globe.
- Well connected with leaders in the BioPharma industry, particularly in research and development
- Proven record of B2B business development and closing sales, ideally involving membership, sponsorship, partnerships or complex collaborative propositions.
- Ability to communicate and sell the value of joining and remaining in the Pistoia Alliance to current and prospective members.
- Highly familiar with the structure and function of R&D and technology functions in BioPharma companies.
- Strong commercial awareness and negotiation skills, with the determination to turn senior stakeholder relationships into financial commitments.

- Credible scientific or life sciences domain knowledge, combined with a confident, approachable and professional interpersonal style and genuine curiosity about stakeholders' business objectives.