



Pharmaceutical Business Development Manager (PBDM) Job Specification

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Job description

This role is responsible in supporting the Business Development operations of the company on its tech-enabled pharmaceutical products and services. It will be mainly supporting in planning, proposing, meeting and acquiring potential partners (Pharmacies and Physicians) as prescribed by the company's management.

You will take full ownership of the business development cycle of the tech-based pharma products developed by the company where you will be closely working with the rest of the team. Our products are a range of mobile and web applications, and we require you to be versatile and result driven.

Responsibilities

- Contacting potential partners to introduce our products and onboard them where relevant.
- Planning and overseeing new customer acquisition initiatives (the pipeline).
- Researching organizations and decision makers to find new partnership opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving the sales pipeline.
- Build client acquisition strategies and/or sales strategy plans for new or existing products
- Developing quotes and proposals for clients.
- Developing goals for the development team and business growth and ensuring they are met.

Requirements

- Bachelor's degree in pharmacy, pharmaceutical science or related field.
- 3-5 years' experience in pharmaceutical sales is a must.
- Strong communication skills and IT fluency.
- Experience in selling technology products and/or service is highly preferred.
- Excellent organizational skills and independent
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Proficient in Word, Excel, Outlook, and PowerPoint.
- Comfortable using a computer for various tasks.



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What you will get

We are a team of experienced professionals in the digital world who are keen in building innovative and impactful products for the Ethiopian market. We are eager to support you in your journey to be one of the best BDM and expect you to be as excited and committed as we are.

Working with founders who have over 40 years of experience in building, managing and marketing digital technologies for Fortune 500 companies in the UK, US and Finland you'll learn so much more.

Apart from the statutory Pension Allowance that we'll match per the national scale:

- **Remote Working:** we expect you to spend most of your time in the field speaking to potential partners. So, you're not required to be at the office 9-5 Monday to Friday. We focus on delivered results than how or where your work.
- **Flexi time:** Do your daily hours any time during the week as long as you're able to work 20 Hours per week at the minimum
- **Commission:** We'll incentivise your hard work with a commission/bonus in addition to your base salary.

Base Salary is negotiable and commensurate with the role and experience.

If this sounds like a role you want to apply for send us examples or your work/projects to hello@fidel-labs.co

Be prepared to explain your specific contribution and relevant details for Sales initiatives you've been a key player in the interview.

We do not do CVs or Degrees. We want to see tangible work accomplishments.