

Sqilline is a technology and Clinical Research Organization (CRO) company that expertise in **Healthcare Big Data technology, Machine learning algorithms and AI.**

We have developed an **Analytics platform for real-world data. Danny Platform** is able to evaluate massive amounts of real-world data from multiple sources (EHRs, registries, labs, etc) in the oncology, cardiology and other fields. The software provides comprehensive searches, in-depth analyses, predictions and treatment solutions to physicians, researchers and payers.

Sqilline's data analytics capabilities enable hospitals, pharmaceutical companies and reimbursement agencies to gain insight into real-world evidence of patient care, particularly in this era of value-based care.

The company is looking for a candidate to join our Healthcare division. As a member of our company, you will be part of a small, agile and innovation-driven team, working with current healthcare technologies.

POSITION SUMMARY:

Business Development Manager

As a Business development manager your concern would be improving and growing the business, by establishing and developing relationships with customers, suppliers and other partners

Main Responsibilities:

- research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
- seek out the appropriate contact in an organisation
- generate leads and cold call prospective customers
- meet with customers/clients face to face or over the phone
- foster and develop relationships with customers/clients
- understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- monitor for suitable European funding opportunities –Horizon 2020, etc.
- identify project/consortiums the company can be a strategic partner
- manage eu fundings communication, application and submission process
- think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- work strategically - carrying out necessary planning in order to implement operational changes

- have a good understanding of the businesses' products or services and be able to advise others about them
- ensure staff are on board throughout the organisation, and understand the need for change and what is required of them
- train members of your team, arranging external training where appropriate
- discuss promotional strategy and activities with the marketing department
- seek ways of improving the way the business operates
- attend seminars, conferences and events where appropriate
- keep abreast of trends and changes in the business world.
- increase sales of the business
- carry out sales forecasts and analysis and present your findings to senior management/the board of directors
- develop the business sales and marketing strategy.

Skills and background:

- minimum 3+ years of proven working experience as a business development manager, sales executive or a relevant role in technology company
- Bachelor degree in Business Development or Business Management
- Project management and organisational skills
- Ability to motivate yourself and set your own goals
- Negotiating skills
- Ability to think strategically
- Ability to analyse sales figures and write reports
- Flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment
- Initiative and the confidence to start things from scratch
- Proficiency in English
- Ability to speak other foreign languages is a plus
- Driving licence is preferable to have

What to expect

- You'll work in an office environment, but will frequently travel within the day for face-to-face meetings with customers and other business partners.
- It can be challenging trying to create new business opportunities, in addition to the constant pressure of meeting or exceeding targets. However, business development is quite a creative role and can be very satisfying.
- You may have the responsibility of managing a team and their output.
- Depending on the type of business, overnight or overseas travel may be required

What we offer

- Challenging work in a dynamic organization
- Full time position

- Attractive remuneration package
- Friendly and supportive team environment
- Social Package