



Director of Business Development

Role Description

Who We Are

Claritas Rx is a digital health venture focused on patient-level data integration and analytics. We leverage a proprietary cloud-based platform and deep manufacturer expertise to generate valuable insights from specialty channels and other market data. Our product platform and support services yield clear insights into commercial strategies and opportunities benefiting manufacturers, distribution partners and patients.

The Position

The Director of Business Development is a key stakeholder enabling effective execution of business development (BD) at Claritas. This role facilitates the generation of new sales opportunities by developing relationships with potential leads and communicating the differentiated value proposition of Claritas to diverse stakeholders making budget decisions around enterprise data and technology solutions. These actions and others led by the Director of Business Development drive the pull-through of sales opportunities at Claritas and enhance the value the company creates for the biotechnology industry.

Key Accountabilities

- Develop relationships with leads matching target personas and other industry stakeholders
- Consult with industry stakeholders on how to solve their problems with data, technology and analytics
- Map the influence of key stakeholders in customer accounts of all sizes, determine which stakeholders hold budget and/or are decision-makers, determine what factors drive the decisions of these stakeholders, and position Claritas as appropriate as the best choice to deliver on these factors
- Effectively transition outreach relationships to capabilities presentations and converted sales
- Contribute to the effective management of sales targeting and alignment
- Track activity in a CRM to enable an updated view of opportunities
- Create opportunities to represent Claritas expertise, culture and values with external audiences
- Collaborate with Product, Marketing and other teams to align sales materials with other company content and infrastructure articulating our value proposition to customer segments

Who You Are

Skills/Knowledge:

- Excellent written and oral communication, with exceptional listening and interpersonal skills
- Demonstrated track record of selling data and technology solutions to biopharmaceutical manufacturers
- Strong domain expertise in biotechnology market access, commercial operations and/or patient services
- Ability to think creatively about how to add value to diverse stakeholders, and fluidly tailor marketing messages to audiences based on their context and objectives
- Ability to prioritize, organize and execute multiple tasks with attention to detail



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- Ability to exercise judgment within broadly defined practices and policies when selecting methods and evaluation criteria for obtaining and measuring results
- Ability to work and collaborate proactively in a fast paced, dynamic and team-oriented environment
- Intermediate-level proficiency with Microsoft Excel, Word and PowerPoint

Education/Experience

Required:

- 5+ years of experience delivering top-line revenue execution in a technology-enabled healthcare service or related field, with a demonstrated track record of meeting or exceeding targets
- 2-5 years in a field-facing role, commercial operations and/or managed care at a biopharmaceutical manufacturer
- Deep knowledge of data management in specialty biotech, and/or operations in reimbursement call centers or specialty pharmacies

Preferred:

- MBA, PhD or other advanced degree
- Senior executive / leadership position responsible for new business development
- Intermediate-to-expert-level proficiency around testing marketing messages and product features

Join Us

- We are seeking to add new expertise and perspective to our strong team of experienced professionals. We aspire to a culture of accelerated professional development through: shared learning and collaboration; a respectful and fun work environment; and employee empowerment through the effective use of technology and tools.
- In addition to our great environment, we offer a competitive salary and benefits package and the opportunity to make a significant impact on a first-in-industry digital health solution. Please send a cover letter along with your resume when applying to the position of interest. We are an Equal Opportunity Employer.
- Email jobs@claritasrx.com