



## Business Development Manager

### Job 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 Business Development Manager is a key stakeholder enabling smooth operations of business development (BD) at Claritas. This role facilitates the generation of new sales opportunities by analyzing potential targets, managing outreach efforts and facilitating the operations of opportunity pull-through in a dynamic environment.

#### Key Accountabilities

- Analyze and update a sales target list to enhance the effectiveness of Claritas outreach
- Maintain a BD CRM to enable an updated view of opportunities
- Update standard pricing model in response to new opportunities, and collaborate with the Claritas Product Team on its enhancement over time
- Draft statement of work (SOW) documents and proposals for sales opportunities, including responses to requests for proposals (RFPs)
- Organize and maintain key documents supporting the BD process, including the standard capabilities presentation, proposal template, RFP FAQ, and pricing models
- Manage the Claritas BD calendar, coordinate scheduling of sales presentations and other BD meetings
- Collaborate with other teams to align sales materials with other company infrastructure

#### Who You Are

#### Skills/Knowledge:

- Strong analytical skills and expert-level proficiency with Microsoft Excel, Word and PowerPoint
- Familiarity with databases and cloud-hosted reporting tools
- Ability to prioritize, organize and execute multiple tasks with attention to detail
- 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
- Excellent written and oral communication

#### Education/Experience

Required:



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- 2-5 years of experience supporting sales operations or in a similar commercial role
- Bachelor's degree in business- or STEM-related domain

#### Preferred:

- MBA or other advanced business degree
- 2+ years of experience in field sales or support, or other external customer-facing role
- Deep knowledge of data management in specialty biotech, and/or operations in reimbursement call centers or specialty pharmacies

#### 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](mailto:jobs@claritasrx.com)