

Business Development Manager-Genomics

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Company: MS CLINICAL RESEARCH

Location: bangalore

Category: other-general

Job Title:Business Development - Genomics

Company: MS Clinical Research Pvt Ltd-Bangalore

Location:Bangalore

About Us:

MS Clinical Research (MSCR) is a leading clinical research organization dedicated to advancing scientific discovery and improving healthcare outcomes. We are committed to leveraging cutting-edge technologies and innovative methodologies to drive progress in clinical research.

Job Type: Full-time

Job Description:

MS Clinical Research Pvt Ltd is seeking a motivated and dynamic individual to join our team as a Business Development professional specializing in Gene Sequencing. As a key member of our business development team, you will play a crucial role in driving growth and establishing partnerships in the field of gene sequencing.

Responsibilities:

Market Analysis and Strategy:

Conduct market research to identify trends, competitors, and potential opportunities in the gene sequencing industry.

Develop and implement effective business development strategies to expand the company's presence in genomics.

Client Relationship Management:

Build and maintain strong relationships with existing clients and key stakeholders.

Identify and engage with potential clients, understanding their needs and offering tailored gene sequencing solutions.

Technical Expertise:

Demonstrate a solid understanding of Next-Generation Sequencing (NGS) and genomics.

Effectively communicate technical aspects of gene sequencing services to clients.

Sales and Revenue Generation:

Achieve sales targets and contribute to revenue growth through the promotion of gene sequencing services.

Prepare and deliver compelling presentations to prospective clients.

Team Collaboration:

Collaborate with internal teams, including the gene sequencing department, to ensure seamless project execution and client satisfaction.

Provide input on market trends and client feedback to enhance service offerings.

Qualifications:

Bachelor's or Master's degree in a relevant field (Biotechnology, Molecular Biology, Business, etc.).

Proven experience in business development within the genomics or life sciences industry.

Strong knowledge of Next-Generation Sequencing (NGS) and genomics.

Excellent business acumen and negotiation skills.

Exceptional communication and interpersonal skills.

Ability to work collaboratively in a team-oriented environment.

Benefits:

- Competitive compensation package based on qualifications and experience.
- Opportunities for professional growth and development in a dynamic research-oriented environment.

Join our team at MS Clinical Research and play a pivotal role in advancing our research capabilities through cutting-edge bioinformatics analysis and methodologies.

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