



Position Description

Job Title:	Boston Business Development Leader	FLSA Status:	Exempt
Office Location:	CA Headquarters. Remote position, serving the Boston Metro Area	Hours:	Full Time
Department:	Business Development	Salary:	Total compensation package resulting in earning potential of \$120-150k uncapped, plus benefits and bonus opportunity
Reports to:	VP of Business Development		

Summary

This is an exciting opportunity for a highly organized and motivated self-starter who has the desire to be a member of a dynamic, purpose-driven team. The Leadership Edge is the industry leader in organizational development for the life sciences. We assess, guide, and develop leaders, managers, and teams, from the scientists at the bench to the directors in the boardroom. This role is ideal for an expert networker who loves making an impact on both peoples' careers and their organization's success, is energized by tremendous opportunity, and thrives on the close of a successful sale.

Essential Duties and Responsibilities

Works closely with the VP of Business Development and the entire sales team to execute our strategy for growth to:

- Leverage a growth mindset to drive and exceed sales goals.
- Develop and deploy business-building growth plans for the Boston area.
- Identify, cultivate, and expand centers of influence to foster relationships with target associations, companies, and contacts.
- Attend local industry events and conferences to gain visibility and network with key leaders.
- Source opportunities for speakerships and sponsorships that position us as thought leaders in the community resulting in new contacts and clients.
- Consult with clients to understand their unique business challenges to scope enterprise-wide solutions.
- Collaborate with internal operations team to translate the client's current business landscape, objectives, and scope of work to ensure successful delivery of programs and services.
- Quickly grasp the sales cycle process to accelerate and shorten the deal closure timeline.
- Contribute to process improvement in sales, resulting in greater efficiencies and enhanced client experiences.

Key Competencies

- Experience in consultative sales; ability to build trust, establish credibility, ask open-ended questions, actively listen, engage in problem-solving, and adapt to feedback.
- Ability to build relationships and influence others.
- Understanding of organizational development including learning and development services.
- Understanding of the life science industry and ecosystem.
- An appetite for knowledge and a quick study.
- Demonstrates an ability to quickly learn key concepts and information related to our target market and the company's products and services.
- Strong research and strategic analysis skills to keep abreast of industry trends, benchmark the competition and keep the company ahead of it.
- Excellent written, verbal communication, and presentation skills addressing a wide range of contacts, including high-level executives, scientists, facilitators, and staff.
- Ability to set goals and plan with a results-oriented approach.
- Demonstrate ability to show initiative and to be a self-motivated, innovative, and independent thinker.
- Strong teamwork and work ethic with a positive attitude.
- Ability to manage a high volume of details of clients in a fast-paced, deadline-driven environment.
- Ability to maintain grace and composure under pressure.
- Comfortable working in a remote environment.
- Proficient in Microsoft Office 365 applications including Word, Excel, PowerPoint, SharePoint, Outlook, and Planner.
- Experience in the use of a CRM, HubSpot preferred.
- Experience in the use of Zoom, MS Teams, and other virtual platforms.
- Understanding of cloud-based system, organize folders and maintain a company-wide shared filing system.

Qualification Requirements

To perform this job successfully, an individual must be able to perform each essential duty thoroughly. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions.

Education and/or Experience

- 5-10 years consultative and enterprise-wide sales experience.
- Strong understanding of the life science ecosystem.
- Deep knowledge, experience, and relationships within the Boston life science market.
- BS/BA Degree required.

Other Requirements

- Ability to host events, meeting and attend conferences in the Boston area on a regular basis.
- Ability to travel to CA headquarters on a quarterly basis.
- Ability to travel via private or public transportation.

Interested candidates may submit their resume online at mille.punsola@gmail.com