



We're looking for **an experienced Business Development Manager - focusing on Real World Data (RWD) sales** - to join our Cegedim Health Data UK commercial team.

It's a home and field based role building relationships and developing business primarily with pharma clients but also looking at biotech and other related life science and healthcare clients.

The focus will be on RWD captured through our unique mix of data drawn from our portfolio of sector leading community pharmacy and GP practice management software, giving our clients access to an unprecedented quality and quantity of healthcare data, enabling vastly improved business, society and patient outcomes.

About the role

You'll identify, consult and win external revenue opportunities for our data business across new and existing pharmaceutical clients. You'll lead on sales activities for a range of products and services, helping to identify and guide on wider commercial opportunities and data services.

Our ideal person...

- has an entrepreneurial outlook, being commercially astute, with the ability to develop high quality and impactful commercial proposals
- is great with customers, confidently initiating, building and managing strong client relationships
- thrives on building, guiding and growing the business as they go, with the hunger & drive to succeed and deliver whilst being consultative, friendly and professional in their approach.

Your background and experience...

- prior RWD experience is preferred, with experience drawn from data services, healthcare pharmaceuticals/life science sectors
- a strong proven sales track record, with a mix of business development and account management together with experience of producing bespoke proposals and pitching/winning business at £10k-£100k levels
- good understanding of the pharma industry with a strong network across large and small pharma, biotech and other related life science sectors
- Good understanding of the UK health system, the NHS and healthcare economies

Other info

You'll be part of our friendly, professional and focused team helping to grow and build this innovative area in our Group. We promote a culture where everyone pulls together; we're really passionate about the solutions and services we deliver and the impact they have on healthcare all across the UK.

We're offering a competitive salary with an excellent range of employee benefits - including matched pension, health cash plan and a well-being allowance.

This is a permanent, full time position.

Salary package: Negotiable base salary DOE + bonus + car allowance + employee benefits package.

Location: UK. Home/field working. There will be requirements to travel to the Company office/s and client sites across the UK as needed to carry out the duties of the role and for business purposes. (The main office is Battersea, London SW8)

If this is just the role you've been looking for, please [apply directly](#) on our recruitment portal or email any queries to our recruitment team [here](#), thank you.