



Job Description

VP of Business Development

Department: Sales

Type: Permanent

Location: Remote (US)

Hours: 36 - 40 per week

Reports to: CEO

Salary: Competitive plus bonus & stock

Posted: September 2020

Our Core Values



Achieve anything with a healthy and happy team



Push boundaries through direct communication and diversity



Act responsibly and protect the data



Amaze through user-friendly and rewarding experiences



Maximize research impact

About the role

At Castor, we're all committed to a world with faster, smarter, medical research. Our cloud based software solutions are revolutionizing data capture for researchers worldwide. You've found yourself a company with a true purpose.

Our Business Development team are the champions of taking our product to market and, as we move into our next investment, we're looking for a VP of Business Development to join and support us in forming new, high value, partnerships.

In this role, you will join our Senior Leadership team and report directly to our CEO, leading the strategic growth and development of Castor's clinical network, forming enterprise deals and unlocking our commercial potential.

What you'll be doing

- Lead and develop high value customer partnerships
- Provide significant input to optimize our Go-To-Market strategy
- Closing large strategic deals with mid-large size biopharma and CRO's
- Working with our Head of Sales to make complex, enterprise sales, repetitive
- Increase annual contract values through tailored solutions offerings and custom pricing
- Identify novel opportunities in the market to accelerate our growth
- Advise on partnerships with professional service technology partners and lead on CRO partnership initiatives
- Educate the business on the ins and outs of selling technology to the life sciences segment
- Grow, lead and manage the Business Development team

What you'll bring

You'll definitely have:

- Extensive networks and experience of building long term commercial relationships in the life sciences space
- Achieved sales targets and generated revenues over \$10 million in enterprise life sciences sales
- Achieved business growth through strategizing and entering new segments of the market
- Successfully created CRO partnerships and established reseller channels
- The ability to provide direct, but respectful feedback to colleagues and customers
- You are energized by enabling others to effectively make sales
- You are a born networker, wherever you go, you build meaningful connections that can translate into business opportunities
- You love the hunt - this role is about bringing in the most valuable, hardest to get into accounts
- The drive, self-awareness and flexibility to work in a high-energy startup environment

Your main contact for this vacancy:



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