



Job Description

Director of Business Development

Department: Sales

Type: Permanent

Location: Remote (Europe)

Hours: 36 - 40 per week

Reports to: Head of Sales

Salary: Competitive plus bonus & stock

Posted: March 2021

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, having recently closed a \$12 million Series A, we're looking for a Director of Business Development to join and support us in forming new, high value, partnerships.

In this role, you'll support to sell the world's best eClinical platform and you will help ensure getting that technology to support as many medical innovations as possible. Developing relationships with biopharma, medical device and CRO customers, you'll establish new partnerships which will fuel our growth.

What you'll be doing

- You will be selling into mid market and enterprise accounts, landing high value new business deals in the Biotech, Medical Device and Pharma segments;
- Owning quota and managing a strong pipeline of qualified leads
- Identifying, evaluating and prioritizing targeted new business opportunities;
- Attending events to network and evangelise Castor's platform;
- Understanding and presenting Castor's solutions to prospective customers;
- Managing and evangelising your own commercial customers, paying attention for up-sell opportunities;
- Helping our clients make the best decisions for their research practices;
- Delivering value-based proposals and product demos which engage and close new business;
- Managing and monitoring sales activity by analyzing and controlling pipeline against quota;
- Collaborating with internal teams, including BDRs, Customer Success and Service teams;
- Keeping up-to-date with industry trends to engage customers;
- Being an organizational advisor, trailblazing trends in your market segment.

What you'll bring

You'll definitely have:

- Experience in eClinical sales experience (e.g. EDC/DTC/CTMS/RBM/eTMF/eConsent/ePRO)
- Proven ability to penetrate mid-market commercial accounts
- A consultative approach to selling software solutions or services;
- The ability to effectively manage full sales cycles, with emphasis on new business generation;
- Develop business relationships through a consistent repeatable process;
- A proactive approach to targets and confident communication skills to identify, develop and close deals;
- A dynamic self-starter style with ambition, tenacity and a proactive approach to targets;
- Strong self-motivation and a passion for personal development;
- Excellent emotional intelligence and great listening skills;
- 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

It would be good if you have:

- A solid educational background with a track record of continuous learning;
- An interest in SaaS products and enhancements with technology.
- Experience with customer acquisition, growth strategies, and operations
- Experience working in fast growing and changing environments;

Your main contact for this vacancy:



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Talent Partner

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