



Aleon Pharma International, Inc.

Dedicated for Approval®

Make Work Worth It

www.aleonpharma.com

Business Development Director: Regulatory Affairs Professional Services

**Position title is flexible based on candidate's experience.*

Aleon Pharma International headquartered in Parsippany, NJ is a global regulatory affairs consulting firm. For more than 12 years our experienced regulatory professionals have partnered with sponsor companies at the forefront of creating and advancing innovative therapies.

Our recent year-over-year growth exceeds 50%, which presents this opportunity for a rewarding Business Development Director role in North America.

- Inc.'s 2021 Best Workplaces Honoree
- Inc.'s 2020 Best Workplaces – National top 5% for employee engagement
- 2018 Outstanding Employer Award by New Jersey Business & Industry Association

This highly visible position reports to Aleon's President, having responsibility for developing new client business with pharmaceutical companies and biotechnology companies. The incumbent will define and execute processes for lead generation and build a sales pipeline for achieving revenue goals.

New client acquisition will be supported by our deep-rooted regulatory knowledge, track record of successful delivery and proprietary insights working with the Food and Drug Administration (FDA), National Medical Products Administration (NMPA), European Medicines Agency (EMA), and other health authorities. You and Aleon will guide clients through the complex regulatory landscape while moving drug candidates to market sooner and more safely.

Business Development Director responsibilities:

- Lead business growth functions by executing a proven and measured process.
- Analyze current regulatory trends and develop effective sales strategies which deliver value to prospective clients.
- Cultivate relationships with strategic pharmaceutical and biotechnology clients and work with our subject matter expert team to secure new business opportunities.
- Represent Aleon to potential clients and conference venues in a professional and effective manner.



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Qualifications:

- Bachelor's degrees in Business or Sciences required.
- Excellent understanding of regulatory affairs services in life sciences, pharmaceuticals, and biotechnology organizations.
- Demonstrated successful new client acquisition.
- Between 10-20 years of business development experience with 3+ years of CRO industry experience required.
- Consultative selling techniques and disciplined management of a sales pipeline.
- Proven existing industry relationships to leverage in lead generation and sales activities.

Skills and Requirements:

- Understanding of how to set sales goals and performance metrics.
- Confidence to execute all sales activities from prospecting, lead qualification and contracting.
- Business acumen to align economic decision makers with the value of services.
- Time management focused with the ability to prioritize new client acquisition goals.
- Excellent English communication, presentation, and interpersonal skills.

Aleon Offers to you:

- Competitive compensation with benefits, including paid time off, performance-based bonus, 401(k), profit sharing program, health, dental, vision, and life insurance, and more.
- Dynamic working environment with professionals dedicated to learning and success.
- Strongly supported earning potential and career advancement opportunities.
- Entrepreneurial company culture where employees are engaged and motivated.

Aleon Pharma International is a very rewarding and exciting place to work. Email your resume with confidence to careers@aleonpharma.com.

Job Type: Full-Time

Job Location: Parsippany, NJ (Hybrid WFH Schedule)

Equal opportunity employer.

Candidate must be authorized to work in the US.