



**Business Development
Associate
Pharma & Clinical Trials**

General Job Responsibilities

HepQuant is seeking a dynamic individual to become part of its business development team. This individual will be a proactive, self-motivated sales professional who will support the Chief Business Development Officer in execution and growth of sales to pharmaceutical clinical trials, organize and complete analyses of pipelines, prospects, competitors, and partners to establish competitive advantages and increase sales of our liver diagnostic test kits. You will be interacting with pharmaceutical clinical trial sponsors, contract research organizations (CROs), vendors, and potential partners.

Reports to: Chief Business Development Officer
FSLA Status: Exempt

Primary Responsibilities

- Establish, grow and maintaining computerized customer and prospect database (Salesforce)
- Identify & research potential new prospects
- Set up & participate in meetings with CBDO with new qualified contacts and prospects
- Follow up on relevant inquiries via email, telephone, and personal visits
- Assist in developing and maintaining business relationships and partnerships
- Generate/maintain reports of industry product pipelines
- Develop presentations, proposals, contracts, work orders and other documents
- Assist with formulating and executing business development strategies for clinical trials
- Assist in creating sales projections
- Liaise and attend meetings and other company functions

Qualifications

- BA/BS in Life Sciences, Marketing and/or Business
- Clinical research, diagnostics, medical devices, biotech and/or pharmaceuticals experience preferred
- >2 years successful experience in business sales
- Sales to research clients preferred
- Experience with business development strategies, and understanding of related regulatory guidelines (FDA, IDE, IRB, PMA, EMA, etc.) a plus

Essential Behaviors, Skills, and Attitudes Required for Success in this Position:

- Highly proficient with Microsoft office applications (Outlook, Word and Excel) as well as internet-based applications
- CRM experience preferred (Salesforce)
- Detail oriented, able to work independently and on a team, and the ability to stay on task
- Excellent organization, communication, teamwork and problem-solving skills



- Professional, self-motivated, strong work ethic, driven to meet performance goals
- High degree of accountability, integrity and the ability to maintain the utmost confidentiality in all company matters
- Ability to adapt and take-on additional tasks as requested

Work Environment and Physical Demands:

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job.

The employee must occasionally lift and/or move up to 25 pounds (lifting boxes, files, etc.) Specific vision abilities required by this job include close vision, color differentiation, distance vision, peripheral vision, depth perception and ability to adjust focus. While performing the duties of this job, the employee is required to stand; walk and talk and hear. The employee is frequently required to use hands to finger, handle, or feel and reach with hands and arms. He/she is occasionally required to sit; stoop, kneel, bend, crouch, or crawl.

Position may require occasional travel via airplane, car, and overnight stays in locations with business meetings.

STATUS: Full-Time

LOCATION: Denver, CO

TRAVEL: up to 10%

SALARY: \$50k-\$80k +, based on qualifications, with bonus potential

BENEFITS: Include Medical, Dental, Vision, Short and Long-Term Disability and AD&D, Life Insurance, 401(k) with company match, profit sharing program.

About Us

HepQuant, LLC is a clinical-stage liver diagnostics company with unique, patented and patent-pending technology for assessing liver function of patients with chronic liver disease. HepQuant technologies, have been advanced with the intent to profoundly impact the liver disease landscape – including the research, treatment and patient communities – with diagnostic products that are accurate and minimally invasive. HepQuant is focused on becoming the gold standard for measuring liver health across the full spectrum of disease severity in a cost effective and minimally invasive way to patients across the globe.