

We are hiring! Business Development Manager EDC/IWRS/ePRO (m/f)



About us: XClinical offers an integrated suite of web-based software products for CROs, (bio)pharmaceutical and medical device corporations, all unified under the product name "*Marvin*". The system includes Electronic Data Capture (EDC), Interactive Web Response System (IWRS), Electronic Patient-Reported Outcomes (ePRO), Coding, Reporting and Clinical Trial Management System (CTMS) capabilities and runs in any browser and any language. Thanks to the use of CDISC standards from CRF design to data collection, data cleaning, SDTM data tabulation and archiving, *Marvin* provides maximum benefits in terms of cost and time savings and improved data quality for clinical trials as well as late-phase studies.

XClinical was founded in 2002 and has offices in Germany (Munich), Switzerland (Basel), France (Nantes) and the USA (East Rutherford, NJ). As a medium-size enterprise and trusted partner of our customers, we sustain double-digit growth rates in a competitive market.

We want to extend our business development team to continue our international success story and are looking for:

Business Development Manager EDC/IWRS/ePRO (m/f)

You will be reporting to XClinical's Global Head of Business Development and be responsible for:

- Business development in specific regions of Europe and/or specific types of customers
- Responding to RFIs and RFPs
- Customer presentations, including software demonstrations
- Quotation, negotiation and contracting
- Key account management for existing customers
- Representing XClinical at international conferences
- Liaising with our product development and project management teams

Your qualifications:

- Proven track record in business development in the clinical research industry (CRO, Pharma, Biotech or Medical Device) and/or Proven experience with EDC database setup as a former clinical data manager
- Ideally: experience with EDC/IWRS/ePRO software, as a former clinical data manager or as a business development manager
- Team player with strong ambitions to make a difference in a competitive market
- Fluent in written and spoken English
- Good understanding and conversation skills in German
- Willingness to travel in Europe (multiple days per month)

Our offer:

- Attractive remuneration (fixed salary plus variable commissions)
- Become a member of an ambitious team located in the heart of Munich or Basel (according to your preference)
- Support of private pension insurance ("Betriebliche Altersversorgung")
- Regular company events, lunch service, gym vouchers etc.

Please send your full application via email to career@xclinical.com and indicate your earliest possible starting date as well as your salary expectations (fixed + variable). If you have specific enquiries, please call +49 89 4522775103.

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