

Job Description

Job title	Business Development Manager - EMEA
Reports to	Global Head of Business Development
Department	Sales
Job type	Full time (permanent)
Work location	UK (remote)

About uMotif

uMotif's mission is to put patients at the centre of research by building data capture solutions people love to use. Designed with patients for patients, the uMotif platform supports data capture for each phase of clinical research across all therapeutic areas. Over 22,000 participants use our applications to track and submit e-consent, symptom, eCOA, ePRO, and wearable device data. With expertise in engaging patients and fast deployments, we work with 10 of the top 20 global pharmaceutical companies to power large real-world evidence (RWE) and virtual studies.

Job Summary

As the Business Development Manager, EMEA, you will be part of an expanding global sales team tasked with generating new eCOA/ePRO/eConsent business within the region. Your skills will be utilised to grow the EMEA pipeline and close opportunities in line with company targets.

Responsibilities

- Grow and manage a comprehensive pipeline within EMEA in order to hit/exceed annual targets
- Work with the wider uMotif team to close opportunities
- CRM - consistent entry and management of all data relating to sales cycles
- Territory planning and prioritisation

Requirements

- 1+ year(s) of experience selling SaaS based technology solutions or technology into life sciences
- Consistent track record in exceeding sales targets

- Geographically located in UK (other geographies may be considered)
- Flexibility to travel 50% of time and work with various time zones within EMEA when required
- Strong business planning and organisational skills

Nice to have

- Specific experience selling eCOA solutions
- Experience selling to both sponsors and CROs
- Specific experience of mid-market/SMB software sales

What we offer

- 25 days holiday per year, plus an additional day off for your birthday
- Bupa private medical insurance
- Workplace pension contribution
- Share options
- 'uToken' annual lifestyle bonus
- Flexible working hours
- Training and personal development contribution
- Cycle to Work scheme

How to apply

Click the "Apply" button on the uMotif Careers webpage for the appropriate role. Attach your CV and a cover letter including a statement to confirm you consent to uMotif holding your CV for a duration of the current recruitment phase.

uMotif is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.

We are looking for the successful candidate to start as soon as possible and applications will be considered in the order they are received.

No recruiters.