

Director of Business Development – Job Posting

Position Summary:

The Director of Business Development (BD) will be responsible for lead generation, prospecting and engaging with new and existing clients within their territory (Mid-Atlantic).

This is a highly autonomous, individual contributor role requiring the ability to independently lead early-stage client conversations, quickly build sufficient scientific and business acumen, and manage a high volume of parallel activities across prospecting, selling, and internal follow-through.

This role involves developing strategic plans, building and maintaining strong relationships with key clients, and collaborating with multiple internal service groups to drive measurable results that benefit our business.

The successful candidate will demonstrate strong personal accountability, proactive communication, and the ability to balance competing priorities while maintaining high attention to detail across both client-facing and related administrative responsibilities.

Main Responsibilities:

- Proactively identify, prioritize, and pursue new business opportunities to expand client portfolios in the agreed sales territory with the goal of exceeding sales targets rather than relying on inbound or directed activity.
- Independently lead introductory and exploratory client discussions, effectively representing the Company without routine scientific support, while strategically engaging internal experts as opportunities mature.
- Coordinate virtual and in-person meetings, both internally and externally, with the goal of efficient client delivery.
- Utilize tools such as GlobalData, Zoominfo, LinkedIn, and others to research, evaluate, and develop prospect lists.
- Maintain rigorous, real-time CRM discipline in Salesforce, including timely logging of client meetings, pipeline updates, opportunity tracking, and forecast accuracy.
- Actively collaborate with Marketing, Leadership, Commercial Operations, Business Development Associates, and the Scientific teams to increase engagement with potential clients.
- Assist in the development and execution of a business strategy to increase Company's market share in drug discovery industry and ensure growth and positive client feedback.
- Develop and maintain positive professional relationships with clients.
- Manage a high volume of concurrent opportunities and tasks with strong follow-through, ensuring no loss of momentum across leads, proposals, and client communications.



- Conduct high-level industry research to develop and maintain effective sales solutions.
- Maintain industry knowledge in drug discovery.
- Build and maintain a strong science acumen regarding the Company's portfolio of services.
- Negotiate contract terms with clients and communicate with stakeholders.
- Work with client services group to prepare and deliver price quote proposals.
- Drive end-to-end sales process.
- Other duties as assigned.
- Independently and responsibly participate in professional conferences.

Key Qualifications:

- PhD or MS in Biology, Pharmacology or a related field, experience in drug discovery services is strongly preferred.
- Reside in the sales territory.
- Willing and able to travel to meet prospective and existing customers and attend conferences and industry events.
- Proven sales experience in business-to-business services, marketing, or sales-related fields.
- Previous experience in a sales role in life sciences is preferred.
- Extensive practical experience in oncology research.
- Experience with in vitro assays, cell biology, and/or in vivo efficacy studies
- Ability to communicate scientific concepts using appropriate technical terminology
- Knowledge of business and sales growth techniques.
- Sharp negotiation and networking skills paired with business acumen.
- Prior experience working with Salesforce is required.
- Strong problem-solving skills.
- Strong verbal and written communication skills.
- Strong organizational skills.
- Flexibility to accommodate rapidly changing priorities and deadlines.

Physical Demands:

- Sedentary work that primarily involves sitting/standing.
- Light work that includes moving objects up to 30 pounds.
- Willing to travel approximately 40% of the week (2 – 3 days per week) to existing and potential client sites within the territory

To apply for this position, please use this link. [Director of Business Development](#)

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