

**Position: Business development Executive / Sales specialist / Consultant**

**Location: Shanghai office (Flexible base)**

**About Lingmed:** Lingmed is a young, professional and fast growing company, it promotes world best in class intelligence databases to healthcare industry and provide with its premium services – Linkedbio - which provides analytical services and reports to help our clients to make better decisions and support BD sourcing activities. More information at: [www.lingmed.net](http://www.lingmed.net)

Lingmed currently has an exciting opportunity in our Shanghai office for an ambitious Business Development Executive or sales specialist. This is a great opportunity to tap into a vibrant, open market to bring in new business with support from our team

We are looking for organized, disciplined self-starters who know how to sell. The ability to sell directly to senior level management with past inside sales experience. We are looking for a consultant that has both hard and soft skills: someone who can open a call with a great angle and build a rapport with the client. Asking great questions, discovering their needs and filing those needs while asking more questions and digging deeper. Demonstrate the value of our services and relate it back to the client and being a top closer by sensible addressing all their objections.

The candidate is responsible for representing out best in class full solution of pharma / device intelligence including top brands such as EvaluatePharma, Biotechgate and Source China, predominantly driving subscription sales to high profile global clients. Lingmed is exclusive distributor for aforementioned databases.

#### **Role Purpose / Major Responsibilities**

- Sell database subscriptions (EvaluatePharma, Biotechgate, Source China)
- Creating and winning sales opportunities in Pharma and Device field by networking, building relationships, establishing needs, conducting online demonstrations and closing deals
- Developing your understanding of Lingmed products proposition, our competitors and clients to enable maximized sales and revenue generation
- Exceed against monthly revenue targets, achieve sales and growth targets for the specific products/accounts under his/her responsibility
- Design, manage and execute sales campaigns/projects to generate leads and accelerate sales growth
- Manage sales opportunities across all sales stages and register the relevant information

#### **Qualifications:**

- Passion for sales and networking (e.g. at conferences), willingness to sell over phone/webex
- Proven track record and success in a sales role dealing with senior management (eg. Top sales or good references)
  - ✓ The ability to identify new revenue opportunities and maximize product potential
  - ✓ Pro-active and self-reliant with a 'Can Do' attitude

- ✓ Ability to build strong & productive relationships with clients at all levels
- ✓ Strong negotiation and closing skill especially on the phone
- ✓ Result oriented
  
- At least 5 years relevant working experience in relevant industry (e.g. Pharma, device industry or telephone sales, marketing functions)
- A Bachelor's degree in a Life Science discipline or equivalent would be an advantage but not essential
- Fluent in English and Mandarin
- Excellent presentation, demonstration and communication skills especially on the phone
- Willingness to work with a start-up team

中文翻译供参考：

**灵麦医药是一家年轻，专业和快速发展的公司：**

- 我们致力于制药和医疗器械行业推广情报数据库，灵麦医药是 EvaluatePharma, Biotechgate 和 Source China 的独家合作伙伴
- 灵麦的自营品牌 - 灵佰服务 - 为客户提供分析服务和报告以帮助客户做出更好的决策，支持制药公司的立项分析，海外国内项目引进合作等。

更多信息请上网站：[www.lingmed.net](http://www.lingmed.net)