



Private & Confidential

About LINGMED

Lingmed Ltd promotes healthcare intelligence database products in China market and also import niche medical products / devices to China market to meet China market's unmet medical needs.

More information at: www.lingmed.net

Title: Business Development Specialist

Job Description:

- Manage and develop key accounts for new product sales. Work with stakeholders at pharmaceutical firms to deliver our expanding portfolio of solutions

Key responsibilities and accountabilities:

- Responsible for promoting intelligence databases at major pharmaceutical companies
- Able to interact professionally with senior management at big pharma / device companies in China
- Responsible for develop new sales and meeting the sales target
- Able to uncover client pain points, and be flexible and creative in finding solutions
- Able to understand broad trends in pharmaceutical and healthcare industry in China and internationally
- Able to understand needs of pharmaceutical companies as a whole, as well as individual departments and business units
- Work directly with product team in driving innovation: short term customization and development and long term product strategy
- Flexibility in learning to work with new product areas and addressing diverse pharmaceutical client needs such as new product launch, product licensing, sales operations optimization etc.

Minimum Education and Experience:

- Experience in life science or pharmaceutical related industries is a plus
- Pharmaceutical or Device industry Business development or strategy department working experience is a plus
- MBA degree is a plus, Bachelor degree holder as minimum requirement
- Excellent spoken and written English
- Strong client leadership

Additional Requirements

- Independent and entrepreneurial approach to problem solving
- Track record of excellence in working with clients and addressing client needs
- An outgoing personality –“a people person”
- Strong presentation and communication skills