

Business Development Manager, Barcelona, Spain

G&L Scientific is a specialist provider of consultancy services to the healthcare industry for all aspects of Regulatory Affairs support.

Founded in 2016, we have rapidly grown on a global scale, with more than 200 colleagues across our offices in UK, US, Canada and India. Our excellent reputation has been built on tailoring solutions and services to each of our clients, to ensure that their expectations are surpassed, and all their requirements are exceeded.

Each of our client engagements is bespoke, meaning that no week is the same for our global sales team. We provide a high-end, niche offering to our clients, who include many of the top pharmaceutical and biotechnology companies, and they have come to expect an exceptional service from G&L.

We opened our Spanish office in 2020 and have been gradually growing our team since.

We now have an opening for a dedicated business development colleague, who would be tasked with growing our Spanish client base.

G&L seeks out unique people that will excel in their *day job*, but also have an entrepreneurial, proactive outlook and would enjoy getting involved in all aspects of building our new entity.

The position of Business Development Manager, Spain will include the following types of duty:

- Developing our business in Spain.
- Becoming an industry-expert, based on research and experience so that we can offer advice to clients and candidates.
- Working closely with the wider G&L organization to develop and oversee the sales strategy to ensure that all commercial opportunities are maximized.
- Working directly with our clients to discuss their project requirements; liaising with G&L's technical team to ensure that we are providing bespoke solutions and services to each client.
- Working closely with the marketing team to ensure that G&L's marketing strategy (including collateral and advertisements) enhance our employer brand and engage with new clients and consultants.
- Overseeing the tracking and recording all activities on company systems.

- Potentially undertake line management and development of G&L Client Services Staff.
- To perform the job in accordance with the G&L and clients Quality Systems and Procedures, including the Equal Opportunities and Harassment Policy.

The ideal candidate will have:

- Working knowledge of the healthcare industry
- A good understanding of the Regulatory Affairs and Quality Assurance fields
- Typically, 8-10 years' business development or recruitment experience
- Ideally experience of Salesforce.com or other CRM system

G&L Scientific is a truly international company and we use business English when speaking to partners and colleagues around the globe, so applicants should be fluent and comfortable using English, in addition to native-level Spanish.

A qualification in business, marketing or similar subject would be an advantage. You should have an enthusiastic and pragmatic approach, but also not be afraid of presenting new ideas and methods to get the job done.

The most important thing for G&L, and particularly for this role, is that you are a brilliant ambassador for our company – communication skills (both written and spoken) and customer focus are paramount. We have a strong company culture, so we are really looking for someone who would enjoy working for a rapidly growing, small organisation and fully immersing themselves in our company. You'll need to be hands-on, proactive, strategic and reactive.

If that sounds like something that would excite you – please submit your CV along with a covering note which explains why you believe you are a good match for our role.

G&L Scientific is an equal opportunities employer and welcomes applicants from all sections of the community regardless of their gender, religious belief, political opinion, sexual orientation, disability, age, marital status, or race. We recruit based on talent alone and firmly believe that an individual's background should play no part in the recruitment and selection process.

G&L is committed to everyone having the right to work in an environment free from threat of discrimination, intimidation, harassment, and abuse. All

employees at G&L share the responsibility to challenge discriminatory behaviour and promote equality of opportunity.