

Senior Client Partner – Job Description

Background

Client is a fast growing and highly innovative remote-based consulting firm focused on addressing key analytics and information-based problems faced by biotech and pharmaceutical customers, especially in their R&D activities.

We currently have approximately 65 consultants working with customers across the US, Canada, UK, France, and Switzerland. Projects are focused on six areas:

- AI & Machine Learning: Generating Novel Insights
- Computational Sciences for Biology & Chemistry Research
- Strategy & Roadmap Development
- Scientific Informatics: Software Design and Implementation
- Data Science for Discovery, Clinical Trials & Healthcare
- Laboratory Data Systems Design, Integration & Optimization

Purpose and Objectives

As a rapidly expanding business, the company is seeking an experienced and relationship-based Senior Client Partner to drive forward its growth. The individual should be based in the Greater Boston area. It is critical that this individual is focused on *long-term* relationship building and expanding business with clients. We seek someone with a clear track record of selling to the C-suite as well as down the rest of the organization to mid management level, and who can show expertise in selling to both start-ups and mid-size pharmaceutical and biotech clients (i.e. clients who are pre-revenue and up to \$5B in revenue).

Demonstrated record of typically selling to roles such as:

- CEO / President
- CTO / VP / Sr Director / Director in **Data Science / Informatics / Digital / AI / Information Technology**
- CSO / VP / Sr Director / Director in **R&D/ Discovery / Lab Operations / Computational Sciences**

This individual is expert in creating new business, takes the initiative to identify client issues, and works collaboratively with bPrescient team members to ensure that every effort is made to support the client, resulting in the best client experience; a person that genuinely cares about the client and the outcome of company engagements. Additionally, this position requires the ability to work closely and productively with our technical and scientific consultants, and the capacity to understand their areas of expertise. This role requires someone who is creative with an entrepreneurial mindset, flexibility, and dedication, driven by a heartfelt desire to grow their career with the company. The successful candidate will report directly to the CEO and will provide their consultative sales expertise which will, in turn, help the company to scale and sustain ambitious growth.

Responsibilities will be broad based and centered on the following six core skills:

- Prospecting
- Relationship Building and Management
- Customer Centricity
- Clear and Concise Communication
- Creativity
- Problem-solving

Responsibilities

Responsibilities will include the following:

- Work across the entire sales life cycle from prospecting to pre-sales, sales, engagement monitoring, and post engagement follow up
- Manage and grow existing client portfolio with the focus of building long-term relationships
- Compose, negotiate, and facilitate high quality sales documentation such as budgetary proposals, contracts, and statements of work
- Conduct regular touchpoints with clients to monitor and ensure client satisfaction
- Identify client challenges to understand additional client needs
- Track and report on sales metrics
- Collaborate and partner with company team members as needed to ensure a smooth client experience
- Work closely with company team members to create and implement streamlined sales processes
- Additional responsibilities as required per the scope of the role and as directed by the CEO

Qualifications

The ideal candidate will be able to demonstrate the following:

- At least 7+ years of consultative sales experience in life sciences R&D or a related field
- Experience selling to the C-suite
- Experience selling to a wide variety of pharmaceutical/biotech and drug discovery companies, ranging from pre-revenue startups to clinical-stage clients with over \$500 million in revenue.
- Existing book of contacts within the biotech community
- At least bachelor's level degree in a relevant scientific field (e.g. chemistry, biology, bioinformatics, etc)
- A strong background in prospecting and originating sales opportunities
- A growth mindset, always eager to acquire new skills and knowledge; always eager to find innovative ways to solve problems
- Excellent customer relationship skills: A deep passion for solving customer problems
- The individual should be based in the Greater Boston area.
- 5+ years of successfully interacting directly with VP+ executives in large organizations
- Committed to adding value and naturally curious. You enjoy learning and teaching clients about new technologies and solving problems
- Self-starter attitude towards identifying problems and fixing them



- Self-disciplined to excel in a remote work position, but with business travel to client sites when appropriate
- A high level of comfort around working in a dynamic start-up environment (or similar)
- A proven track record of using new technologies to innovate and drive process improvement

Preferred but not required

- Customer Relationship Management tool (CRM) experience
- Experience working with in or with startups in a sales capacity (or similar dynamic environment)
- Experience working with remote and/or offshore teams and individual contributors.

bPrescient is committed to equal opportunity in the terms and conditions of employment for all employees and job applicants without regard to race, color, religion, sex, sexual orientation, age, gender identity or gender expression, national origin, disability or veteran status. bPrescient also complies with all applicable national, state and local laws governing nondiscrimination in employment as well as work authorization and employment eligibility verification requirements of the Immigration and Nationality Act and IRCA.