

Senior Director Business Development

SIG is an exciting new entrant in the field of regulatory solutions, and we are determined and well placed to make a rapid market impact. In this key commercial role, you will be responsible for cultivating new opportunities and supporting account leads to maximize client development. This is a hands-on role that requires balancing business development with leading high-impact projects, ensuring both the sales and execution sides of consulting are managed seamlessly.

Business Development & Sales: Cultivate a network of clients who depend on for their success. Develop and implement innovative strategies to grow the firm's footprint, while also leading business development efforts from proposals to closing new engagements.

- **Exceptional Client Delivery:** Lead key client accounts and engagements, ensuring projects deliver transformative results that meet or exceed initial value propositions. Drive operational improvements and business impact for clients.
- **Strategic Mindset:** Develop and execute high-level strategies that align with both client and business objectives. Continuously refine strategies to address evolving client needs and industry trends.
- **Analytical Problem Solving:** Leverage advanced data-driven insights to address complex client challenges. Guide teams in developing innovative solutions that deliver measurable business impact and long-term results.
- **Relationship Management:** Build and maintain trusted, long-term relationships with senior clients. Act as a strategic advisor, ensuring alignment between client business objectives and 's solutions while managing expectations.
- **Communication & Storytelling:** Present complex strategies and solutions in a clear, persuasive manner to senior executives. Adapt messaging to suit different audiences, crafting narratives that drive decision-making and client engagement.
- **Teamwork & Collaboration:** Lead and mentor cross-functional teams, fostering a collaborative environment and ensuring alignment across all aspects of client engagements. Provide guidance to senior and junior team members to ensure success.
- **Proactivity & Self-Motivation:** Take initiative in identifying and pursuing new opportunities for both and its clients. Drive results by leading both business development and project delivery with ownership and accountability.
- **Resilience & Adaptability:** Lead teams through dynamic project environments, adapting strategies and solutions as needed to meet changing client demands. Maintain high performance in ambiguous, fast-paced situations.

Required Skills and Competencies

- Proven experience leading complex consulting engagements while also developing and maintaining client relationships, particularly in the life sciences sector (Biotechnology, Pharmaceuticals, Medical Devices, etc.).
- Strong strategic thinking with the ability to connect business development efforts to high-impact client delivery.
- Demonstrated ability to balance sales efforts with direct project execution, ensuring seamless integration of both responsibilities.
- Excellent problem-solving and analytical skills, with the ability to lead data-driven strategies and solutions.
- Exceptional communication skills, with a focus on building trust and credibility with senior executives.

Qualifications

- 7+ years of business management or consulting experience, with at least 10+ years in the life sciences sector.
- Bachelor's degree in a science or engineering discipline; MBA or advanced degree preferred.
- Expertise in Program Management, Organizational Strategy, Digital Transformation, or related areas.



Additional Information

- Travel up to 80%. Actual travel will vary by client and project.
- Ability to work across US and International time zones.
- Candidates must possess US work authorization and fluency in English.

