



# Challenge yourself.



ALS provides a broad range of testing and analytical services to a wide variety of end markets and industries around the globe. We continue to remain at the forefront of the testing services industry, building an enviable reputation. BioScreen Testing Services, an ALS product-testing laboratory providing services to the Pharmaceutical/ Biotech, Medical Device and OTC/Personal Care industry, is seeking a Business Development Representative.

## Business Development Representative

(Job ID #2019-8135)

### About the position

ALS dba BioScreen Testing Services has an excellent opportunity for a Business Development Representative. The Business Development Representative (BDR) responsibilities include developing and maintaining sales and business relationships with a focus on prospective clients while maintaining relationships with existing and prior clients to establish new and repeat scientific services. Based at their BioScreen Torrance office, this full time position will report directly to the Sales and Marketing Director.

The successful candidate will be responsible for (but not limited to):

- The BDR researches, identifies and qualifies potential new clients; calls on prospective new clients to introduce capabilities and technical experience in an effort to create new business relationships towards the achievement of targeted annual revenue goals.
- The BDR is assigned a territory in which he/she will be responsible for developing new business, and assigned book of existing business that generated a given \$ revenue during the fiscal year of 2018. There will be quarterly revenue goals for 2019 based on the spend during 2018.
- The BDR develops and/or contributes to the creation of project proposals; generates detailed cost, timeline, and scope of work analysis. He/she develops, leads, and/or participates in both general capability and proposal presentations to the client.
- The BDR participate in the development of plans for service promotion in support of sales and marketing objectives including attendance at industry trade shows and conferences. He/she addresses client issues to ensure a high degree of client satisfaction is maintained and recommends to management ways to improve BioScreen's services if needed.
- The BDR briefs new project team on history of sale, key contract provisions, deliverables, budget, timelines, and other helpful information.

### About you

To be successful in the key role, you must demonstrate the following:

- 2 to 5 years of sales experience.

- BS degree in a science related background is preferred.
- Experience selling in the pharmaceutical and/or personal care industry is a plus.
- Great presentation and computer skills.
- Ability to communicate well in different situations and to large groups.
- Proficiency in use of Microsoft Word and Excel.
- Reliable with a strong commitment to quality.
- Ability to travel.

## Benefits & Culture

AT ALS we believe that the people we employ are what makes ALS the company it is today.

We offer many benefits to staff, including but not limited to:

- Robust benefits package including, health, dental and vision.
- 401(k) matching.
- Opportunities to progress and develop your career within ALS including global opportunities for suitable candidates.
- ALS is proud to be an equal opportunity employer committed to achieving and maintaining a workforce which reflects and affirms the diversity of our society.

## Looking for further details?

Applications covering relevant skills and experience will be treated with the strictest confidence.

Please visit our website at [www.bioscreen.com](http://www.bioscreen.com) or apply at <https://external-als.icims.com>