

## Job Description

### POSITION DETAILS

- **Title:** Director of Business Development – Life Sciences
- **Employment Type:** Full-Time
- **Location:** Fully Remote (U.S.)
- **Reports To:** Chief Commercial Officer

### ABOUT YUNU

At Yunu, we are revolutionizing the management of imaging in clinical trials. Our cloud-based SaaS platform streamlines and automates image review workflows for pharmaceutical companies, CROs, and clinical sites, ensuring speed, precision, and compliance. Trusted by over 400 life sciences companies and utilized in more than 5,000 active clinical trials. Yunu delivers a new standard for clinical trial imaging data and workflow. Learn more at [www.yunu.io](http://www.yunu.io).

### ROLE OVERVIEW

We are seeking a strategic and highly motivated Director of Business Development to lead our efforts in establishing key partnerships within the pharmaceutical industry. This role focuses on identifying new business opportunities, expanding our presence in the pharma sector, and building long-term, trust-based relationships.

### KEY RESPONSIBILITIES

- **Drive Strategic Growth in Pharma Sector:** Develop and execute comprehensive strategies to identify, pursue, and secure new business opportunities within pharmaceutical organizations.
- **Deliver High-Impact Stakeholder Engagement:** Craft and lead compelling communications tailored to pharma stakeholders, clearly articulating the value and differentiation of our solutions.
- **Foster Executive-Level Relationships:** Build and maintain trust-based relationships with key decision-makers and influencers across pharma and biotech enterprises.
- **Own the Full Sales Lifecycle:** Manage the end-to-end sales process from initial outreach through negotiation and closing, demonstrating persistence and agility throughout.
- **Champion Ethical and Compliant Practices:** Ensure all business activities are executed with integrity and in strict adherence to industry regulations and company standards.
- **Expand Market Presence:** Identify, evaluate, and develop new customer opportunities across the pharmaceutical and biotech landscape to drive sustainable growth.
- **Deliver Exceptional Partner Experience:** Provide consistent, high-quality support to both external partners and internal teams, ensuring alignment and satisfaction throughout the engagement lifecycle.

These responsibilities align with Yunu's mission to transform clinical trial imaging through innovative, reliable, and scalable solutions. The Director of Business Development – Life Sciences plays a vital role in expanding our presence within the pharmaceutical clinical trial market. This is a high-impact role responsible for driving strategic growth, cultivating executive-level relationships, and delivering exceptional value to our partners. Success in this position will directly influence Yunu's market penetration, long-term revenue, and growth opportunities.

## QUALIFICATIONS

- **Industry Experience:** Minimum of 3-7 years of experience in business development or sales roles within the pharmaceutical or broader life sciences sectors.
- **Sales Achievement:** Proven track record of achieving or exceeding sales targets through strategic planning and execution.
- **Communication Skills:** Exceptional written and verbal communication skills, with the ability to simplify and present complex scientific and technical concepts to diverse audiences.
- **Relationship Management:** Strong track record of building and maintaining long-term client relationships based on trust, value, and consistent engagement.
- **Resilience and Drive:** Persistent, self-motivated, and solutions-oriented, able to navigate objections and roadblocks with professionalism and confidence.
- **Ethical Conduct:** Committed to the highest standards of integrity, transparency, regulatory compliance, and ethical business practices.
- **Educational Background:** A bachelor's degree in life sciences, business, or a related discipline is required; an advanced degree is preferred.
- **Digital Work Environment:** Expertise in remote sales process and sales tools including, Excel, PowerPoint, Teams, CRMs.

## WHY YOU WILL SUCCEED

Your ability to connect scientifically informed technology with client needs, combined with your persistence and world class customer service.

## COMPENSATION AND BENEFITS

- **Compensation:** Based on your skills, qualifications, and experience.
- **Benefits:** Medical, Dental, Vision, STD, LTD, HSA, retirement 401(k).

## APPLICATION PROCESS:

Interested candidates should leverage the following URL <https://zfrmz.com/rGczq8p4XK9l3DMw2lWV> to apply.