

Director of Business Development – East Coast

Location: Remote – East Coast, US

Reports to: VP Business Development US

Travel: Estimated 30–40% for client meetings and industry events

Company Overview

Strategikon is a fast-growing SaaS company revolutionizing the way sponsors manage clinical trial business operations. Our flagship platform, **Clinical Maestro®**, replaces fragmented, Excel-based workflows with an integrated suite of cloud-based solutions powered by AI for budgeting, outsourcing, contract governance, and vendor performance management.

Designed by clinical operations, outsourcing and finance professionals, Clinical Maestro® enables biopharma organisations to optimise Budget planning, procurement, and vendor collaboration—helping sponsors cut costs, accelerate timelines, and improve decision-making.

With over **\$60 billion in outsourced R&D spend** managed annually on the platform, Strategikon is trusted by emerging biotech and top-tier pharma sponsors to drive digital transformation across clinical operations.

Role Summary

We are hiring a **Director of Business Development – East Coast** to drive net-new customer acquisition among biotech and mid-sized pharmaceutical companies. This is an individual contributor role focused exclusively on selling **Clinical Maestro®**, with an emphasis on complex, enterprise software deals in the clinical trial ecosystem.

The successful candidate will be a hunter—comfortable identifying, engaging, and converting clinical, finance, and procurement stakeholders into long-term strategic partners.

Key Responsibilities

- Develop and execute a territory sales strategy for biotech and mid-market pharma sponsors across the East Coast
- Drive the full sales cycle for Clinical Maestro® modules.
- Conduct tailored discovery calls, coordinate solution demos, and stakeholder engagement sessions
- Collaborate closely with internal solution consultants to develop compelling proposals and pricing models

- Accurately maintain CRM “Hubspot” data, pipeline forecasting, and activity metrics
 - Represent Stratigikon at key industry events, conferences, and networking forums
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Requirements

Essential:

- 3+ years of enterprise sales, business development, inside sales experience in the life sciences sector
- 2+ years selling clinical trial software, preferably including budgeting, eProcurement, clinical vendor management, or similar eClinical platforms
- Proven success managing complex, multi-stakeholder sales cycles in biotech or pharma accounts
- Strong knowledge of the clinical development lifecycle and CRO outsourcing processes
- Excellent interpersonal and verbal skills
- Qualify and pursue new leads, initiate strategic outreach, and manage full sales cycles
- Develop tailored presentations and proposals aligned with customer challenges and value creation
- Collaborate cross-functionally with marketing and other business units to support pipeline growth
- Document all sales activity in CRM, ensuring clarity of communication and forecasting
- Excellent communication, negotiation, and consultative sales skills
- Self-starter mindset, goal-oriented, and comfortable in a remote-first, fast-growth environment
- Bachelor’s degree required; degree in life sciences, business, or engineering preferred

Preferred:

- Familiarity with orchestration, R&D procurement, clinical budgeting platform solutions
 - Experience selling to finance, outsourcing/procurement, vendor management, clinical operations functions
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What We Offer

- Competitive base salary + **uncapped commission structure**

- High autonomy and visibility in a strategic growth role
- Remote-first culture with a collaborative and supportive team
- Opportunity to directly impact the digital transformation of clinical trial Business operations
- Backing from a strong leadership team and recent growth capital investment