

BUSINESS DEVELOPMENT ANALYST

JUNE 2009

JOB TITLE: BUSINESS DEVELOPMENT ANALYST

REPORTS TO: SALES DIRECTOR – NORTH AMERICA

LOCATION: US – TERRITORY TBD

**GENERAL SUMMARY**

The Aris Global Account Business Development Analyst (BDA) is responsible for the direct sales of Aris Global's SaaS (Software as a Service) products and services in the Health Care/Life Science /Pharmaceutical market space. BDA is responsible for identifying, approaching and selling SaaS products to small to medium sized accounts in the Life Science Clinical, Safety, and Regulatory domains. The BDA must also successfully approach potential customers, manage the sales cycle, close deals (in person and over the phone) negotiate contracts, and impart a level of comfort to end users and technology departments on the benefits of Aris Global SaaS products.

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

The Business Development Analyst role requires self-motivation, the ability to communicate at all levels and a good understanding of the SaaS sales model and the benefits a hosted service can offer a client. Some of the requirements of a BDA include:

- Working closely with Sales Director to implement SaaS sales strategies and to achieve established quota target
- Secure new business by cold calling prospects and follow up on leads provided by both telemarketers and Senior Account Analysts.
- Develop new client relationships with SMB's and develop a large network for future sales
- Identifying and following up sales opportunities
- Prospecting; making and following up sales calls
- Preparing and submitting proposals and presentation
- Following up proposals and closing business deals
- Developing and maintaining a sales pipeline in order to meet objectives and sales targets
- Managing any leads through internet, email or phone within defined territory
- Updating and management of sales contact tracking system on a daily basis
- Must be self-motivated, professional, confident, flexible, and results-driven.
- Any other duty that may reasonably be assigned by the Director of Sales

**REQUIREMENTS: EDUCATION/EXPERIENCE**

- Bachelor's degree in Computer Science or health care or life sciences preferred
- 1+ years software sales experience, SaaS exposure a plus
- Previous experience selling Aris Global or competitive products is a plus.
- Proven ability to close deals with a consistent track record of achieving and exceeding sales goals in excess of 1M per year.

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- Must be proficient and effective in cold-calling.
- Must be able to create, grow and maintain a large group of contacts in the Pharma SMB space.
- Must have strong presentation skills and the ability to give presentations.
- Knowledge of the Life Sciences Industry a plus

## SKILLS

Industry awareness (Life Science/HealthCare pharmaceutical software) and knowledge of operating in a SaaS environment preferred. Proven excellent interpersonal and communication skills, including building rapport and cold calling skills. Ability to analyze and relate translate customers issues/requirements to Aris Global solutions. Ability to work both independently and cohesively in a team environment. Knowledge of Salesforce.com a plus. Excellent communication skills both written and verbal required.

## WORKING CONDITIONS

Normal office environment. Ability to work under stress and tight deadlines. Ability to travel 40% of the time, as needed.

## HOURS

Standard Hours 40 hours per week, one hour lunch, Monday – Friday. Additional hours as needed.

Aris Global is an Equal Opportunity Employer/ Committed to Diversity

## VERSION/APPROVALS

<b>Date Created:</b>	<b>June 19, 2009</b>
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<b>Version</b>	<b>Date</b>	<b>Sections Affected/Reason</b>
<b>1.0</b>	<b>June 19, 2009</b>	

<b>Approvals:</b>			
<b>Approved by Division Head:</b>		<b>Date:</b>	
<b>Approved by VP HR:</b>		<b>Date:</b>	