

## Business Development and Sales – Boston Area

RCH Solutions, a rapidly growing global provider of computational science expertise within Life Sciences and Healthcare, is seeking an experienced Business Development professional to further develop RCH's market position in the greater Boston area.

Science changes people's lives. As a critical external voice for our organization and champion for the role of technology in medical innovation, the ideal candidate will serve as a trusted liaison between scientific business groups and I.T. teams, helping our targets accelerate the advancement of their next discovery through the broader distribution of RCH services and solutions.

### Responsibilities:

*Ideal candidates will be excited and motivated by the opportunity to:*

- Identify, cultivate, and close new business opportunities within the thriving and fast-paced Life Sciences and Healthcare market in the greater Boston area
- Build the RCH sales pipeline, meeting or exceeding sales and revenue objectives through prospecting, lead nurturing, effective negotiation, and relationship building
- Own and coordinate all aspects of the sales cycle
- Educate leads, prospects, and customers on the value of RCH solutions
- Provide consultation and education on computing technologies and best practices
- Stay current on the latest trends and factors driving change in the Life Sciences and Healthcare industries

### Qualifications:

*You're a good fit for this role if you bring:*

- 5-7 years of sales experience with quantifiable results that demonstrate sales acumen
- Familiarity selling Services as a solution, as well as Technology Hardware and Software
- Excellent people skills, and the ability to build effective and trusted relationships with professionals across different business types of seniority levels

- An understanding of scientific computing and/or other technical solutions environments
- Experience in the Life Sciences or Healthcare industries, with a concentration in R&D, Development or I.T. preferred
- Excellent communication and presentation skills
- Accountability and motivation to drive results
- The ability to work independently and leverage subject matter expertise to support the sales process
- A passion for discovery and a natural curiosity that pushes you to continually learn and improve

#### **We Offer:**

*Great talent should benefit from a great work environment. If you join our team, you'll have access to:*

- A competitive salary and commission package based on experience
- Comprehensive health and wellness benefits, including Medical, Dental, and Vision Insurance
- Company-provided Life and Long-Term Disability Insurance
- Company-sponsored 401(k) Plan
- Remote work opportunities and flexible work environment
- Team-focused culture and unlimited opportunity for advancement

#### **About Us:**

RCH Solutions (RCH) is a global provider of computational science services and solutions, helping Pharmaceutical, Biotech, and Healthcare firms of all size clear the path to discovery. For more than 27 years, RCH has provided focused experience and unmatched specialization designing and deploying cross-functional IT strategies, providing application support, and offering workflow best practices that solve enterprise and R&D computing challenges. Learn more at [www.rchsolutions.com](http://www.rchsolutions.com)