



The shape of
things to come.

J+D Forecasting is hiring a Business Development Executive

Who We Are:

We are J+D Forecasting, experts in pharmaceutical forecasting.

At J+D it's our mission to simplify the complex nature of pharmaceutical forecasting to help support informed decision making for the future. We are dedicated to helping pharmaceutical companies use smarter pharma forecasting solutions to make strategic and operational investment decisions.

For decades, we have crafted bespoke pharmaceutical forecasting models, innovative software and interactive training solutions, each of which has been designed with client needs in mind, allowing businesses to create more intelligent and consistent insights.

Our clients value our knowledge, the expertise of our senior-led team and the end-to-end support we provide 24/7.

What We Do:

J+D Forecasting is proud to specialise purely in pharmaceutical forecasting, providing consultancy services and software solutions to help clients solve their global and local forecasting challenges. We incorporate our knowledge and decades of experience with innovative technology to make the forecasting process more accurate, transparent, and efficient.

We also provide bespoke pharmaceutical forecasting training solutions at client request and have online pharmaceutical forecasting courses accessible within the J+D Training Library in theHub, our online knowledge centre.

All our products and services solve different forecasting challenges for Global Analytical, Commercial and Sales & Marketing Teams in Pharmaceutical and Bio Tech Companies.

Website: www.jdforecasting.com

Phone: +44 (0)161 485 8025

What You'll Do:

The ideal candidate will have experience in all stages of the sales cycle. They should be confident with building new client relationship and maintaining existing ones. They should have evidence of strong skills and possess good negotiation skills.



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Responsibilities

- Build relationships with prospective clients
- Maintain consistent contact with existing clients
- Manage sales pipeline
- Analyze market and establish competitive advantages
- Track metrics to ensure targets are hit

Qualifications

- Bachelor's degree 3+ years in sales industry
- Experience in full sales cycle including deal closing Demonstrated sales success
- Strong negotiation skills
- Strong communication and presentation skills
- CRM experience is preferred

Where will you work

- Head office is Manchester, UK.
- Remote work will be possible

Please apply with your CV via info@jdforecasting.com

Or through [LinkedIn](#)