

ApconiX is Recruiting a Dedicated Individual to Join our Business Development Team

ApconiX is a team of world-renowned nonclinical safety experts with over 500 years of drug discovery and development expertise. As we continue to grow we are looking for an addition to our Business Development team who would enjoy a scientific, busy and productive environment. The role would suit someone who is well organised, motivated, professional and collaborative, who also approaches work with passion and a sense of fun. Because we are a growing company, this is a great opportunity to make a huge impact and be part of something special.

The Role:

We are quite open to how the role will look. Finding the right person with the right attitude and enthusiasm is essential. **You may be new to employment, or a more experienced business developer in the Drug Discovery and Development area.**

Ideally we are looking for someone with the ability to:

- engage with clients and colleagues in a professional manner
- organise tasks and client requests
- write with a high level of quality, possess inter-personal and administrative skills,
- focus on detail and have an understanding of what business development means in the context of our industry.

You would be working alongside our Head of Business Development (based in North Yorkshire) to:

- prepare quotations and contractual documents,
- manage customer relations and enquiries,
- reach out to existing customers and potential new leads,
- pull together sales and financial information, update forecasts

You could be home based with the ability to travel to our headquarters at Alderley Park. The role is full time with flexible working options.

Your Profile:

You will be professional in manner, highly organised, able to prioritise tasks and work to deadlines and have good attention to detail. It would be desirable but not essential to have a good understanding of business development, sales, marketing, contracting and customer relationship management (CRM) databases, alongside a basic understanding of medical biology, drug discovery and the pharmaceutical industry. **Full training will be provided and the role is suitable for a variety of people from school leaver to later career or someone returning from a career break.**

After the initial period of training, you will be expected to work both in the team and individually, ensuring Business Development and administrative tasks are delivered to time and quality.

Candidate Preferred Requirements:

- Professional and courteous manner and able to build relationships remotely
- Efficient, organised and collaborative, having the ability and self motivation to work from home while maintaining a high quality of work
- Experience of working in business administration, proficient with IT skills (especially Microsoft Excel) and ability to adapt to new platforms

The successful candidate must, by the start of the employment, have permission to work in the UK and speak fluent English with excellent written and verbal communication skills.

The position is a permanent job with a 3-month probationary period. We are open to flexible working. The company offers competitive pay, pension, holidays and healthcare insurance. Salary negotiable, commensurate with experience.

About ApconiX

Since its formation in 2015, ApconiX has grown into a world-renowned nonclinical consultancy. ApconiX is an independent company and directly employs over 30 safety specialist and support staff who work with a further 30 internationally renowned scientific experts. ApconiX is based at Alderley Park, which is the UK's largest science park and is set in the heart of the beautiful Cheshire countryside. The site is close to Manchester and its International Airport (6 miles) with direct trains to London every hour from Wilmslow/Macclesfield.

How to Apply:

Please submit a CV with covering letter to careers@apconix.com by **June 7th 2024**. For more information, contact careers@apconix.com. Interviews will take place on **June 25th or 26th 2024**.



ApconiX Ltd is a limited company incorporated in England with registered number 09364380 based at Mereside, Alderley Park, Alderley Edge, Cheshire SK10 4TG, UK.