

*Updated March 2008*

**Interested in employment with Accelovance?**

Email a cover letter and resume to [careers@accelovance.com](mailto:careers@accelovance.com)  
or fax to 240.238.4901.

Job Details

## BUSINESS DEVELOPMENT - SALES

Position: Full time  
Open date: March 2008  
Location: Rockville, Maryland – Washington Metro Area  
Required degrees: Bachelors Degree  
Experience required: Track record in clinical CRO sales  
Relocation: Not indicated

Basic Qualifications

Associate VP - Business Development– CRO Industry

Exciting opportunity that includes base salary, unlimited income, stock options, and benefits.

Position includes initiation and growth of relationships with client companies, development of new territories, new industries and/or new customers. Expands market opportunities according to the company's strategic business plan.

The following are preferred qualifications for the position: minimum of a Bachelor's degree (or equivalent); track record in clinical CRO sales; understanding and application of principles, concepts, practices and standards in the CRO industry; understand, organize and work concurrently on several projects, each with specific requirements that may differ from project to project; excellent time management skills and decision making skills are essential; should be a self-starter, motivated, goal-oriented, attentive to detail, flexible, open to suggestions, and possess excellent written and verbal communication skills; the ability to work independently to “make it happen”, when necessary, AND the desire/ability to support a team effort.

Contact Information:

Attn: Human Resources  
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Accelovance is an equal opportunity employer.