

## Business Development Manager – Ho Chi Minh City, Vietnam

mClinica is a fast-growing, impact-driven technology organization whose mission is to build digital networks of pharmacies, physicians, and patients to improve market efficiencies and health outcomes for hundreds of millions of people across Asia. As a social enterprise, we work with leading pharmaceutical companies, government agencies and NGOs including USAID, UKAID, Omidyar Network, and Stanford University among others.

mClinica is hiring for a HCMC-based **Business Development Manager** to serve our clients in Vietnam and support our growth regionally and globally. We are looking for a highly ambitious, dynamic individual who has experience in pharmaceutical sales. At mClinica, people who take initiative and ownership are rewarded significantly.

### Your tasks and responsibilities:

- Develop a go-to-market strategy
- Help inform product pricing strategy for new and current products
- Maintain full ownership and daily end-to-end responsibility of nurturing existing client relationships and executing on projects
- Identify new pharmaceutical clients for the Company across our product range
- Negotiate and finalize deals with both existing and new clients
- Help top management launch new products, possibly in new geographical areas, with a focus on developing a market-entry strategy
- Provide management with feedback from the clients/potential clients

### Your profile:

- At least 2 years of business development or account management experience including sales to pharmaceutical companies
- Strong existing relationships with healthcare and pharmaceutical clients
- Decisive and possess a methodical way of thinking, with a strong focus on ROI for the client
- Excellent communication skills, ability to clearly communicate to top management.
- Demonstrates interest in mobile technology; ideally, you have a keen interest in the startup world
- Flexible to changes and capable of turning around projects quickly and present to top management
- Fluent in English and Vietnamese

### What you can expect from us:

- Significant career growth opportunities in a fast-growing startup in Southeast Asia
- A collaborative and team-oriented approach with a focus on exceeding personal and company-wide goals
- Competitive compensation and international travel opportunities
- Starting date: Immediate

### Apply:

- If you are interested in this position and would like to become part of the mClinica team, please send your resume to [lopez@mclinica.com](mailto:lopez@mclinica.com) (Subject: Business Development Manager, Vietnam).