

Pistoia Alliance's USA East Coast Member Development Contract Role (6 months)

This part-time East Coast USA-based role has responsibility for all functions relating to the territory's membership revenue in order to meet and exceed financial targets. The role is responsible for all financial aspects relating to business development in the territory, both for the Alliance's budget and its external membership, to maximize revenue and deliver value and return on investment to the membership.

Scope of Responsibilities

To achieve success in this role, this member development leader will do more than just find new members. The role requires familiarity with the Pistoia Alliance project activities providing understanding and feedback to the Portfolio group from internal and external stakeholders.

Success in the role will be tied to new member acquisition, engagement, and, most crucially, member retention. This role reports to the Head of Membership Services and will interact across the organization – with finance, individual projects, marketing, events, and communications.

This role is responsible for:

- Acquiring new organizational members in line with a target profile
- Onboarding new member organizations
- Representing the Pistoia Alliance at external events
- Organizing regional Pistoia Alliance networking events
- Engaging with key account leaders to ensure ongoing member satisfaction and retention
- Populating roundtable events with the ideal stakeholders
- Identifying potential new projects through engagement with members and the Alliance project teams
- Sharing feedback from members to the Project Portfolio and Marketing teams

Experience and Desired Qualities

- A minimum of five (5) years of proven track record working in a business development-related role in the biomedical/pharmaceutical sector.
- Effective communicator with strong oral, written, and presentation skills. Must be comfortable communicating with individuals at all levels in an organization, technical and non-technical, and across geographies.
- Excellent organizational and planning skills are required.
- Requires accredited college, university, or recognized professional degree, preferably in a life sciences/health-related field; advanced degree preferred.
- Experience collaborating in a virtual, global environment is required.

- Must be willing to travel to accounts in the USA and internationally on occasion.

Job Type: This is a part-time contract role, and initially, we expect the equivalent of two (2) days a week with a six-month commitment, with the opportunity for extension.

To apply: Send your CV/resume and cover letter to hr@pistoiaalliance.org.

Pistoia Alliance Background

The Pistoia Alliance is a global, not-for-profit members' organization conceived in 2007 and incorporatedⁱ in 2008. Founding representatives were from AstraZeneca, GSK, Novartis and Pfizer, who met at a conference in Pistoia, Italy. This group shared the opinion that life science R&D was changing and that organizations could not afford to 'go it alone' in order to integrate emerging technologies and continue to deliver life-changing therapies to patients.

Pistoia Alliance Mission

The mission of the Pistoia Alliance is to lower barriers to innovation in life science R&D and Healthcare.

Pistoia Alliance activities

Advances and breakthroughs in life science will not be achieved alone. The work of the Pistoia Alliance is to drive collaboration by empowering and facilitating its member organizations to work together for success. The Pistoia Alliance provides a formal framework that enables easy, nimble, and effective pre-competitive collaboration among its nearly 200 member organizations worldwide.

The Pistoia Alliance's projects help to overcome common obstacles to innovation and to transform R&D by identifying common problems amenable to common solutions. Its work ranges from identifying the root causes of inefficiencies, working with the ecosystem's stakeholders to adopt new standards, or helping researchers implement new technologies effectively.

Pistoia Alliance Membership

Membership of the Pistoia Alliance is open to any with a contribution to make to progressing life science R&D and healthcare. Currently the Pistoia Alliance has approximately 200 member companies – ranging from large global organizations to medium and small-sized enterprises, to start-ups and individuals – all collaborating as equals on projects that generate value for the worldwide life sciences community.

ⁱ Incorporated in the State of Delaware as a Type 501 (c) (6)