



Job description: Business Development Manager (Full time or Part time (25 hrs/wk))

Seeking a Business Development Manager passionate about carving a new path for family building via assisted reproductive technology. Join our collaborative start-up team helping to bring more love into the world! The ideal candidate will be a results-oriented people-person, with a proven track record to motivate change in a clinical setting.

Job Description: The Business Development Manager (BDM) will identify opportunities, develop relationships, and influence change in fertility practices nationwide. The BDM will quickly uncover and satisfy needs of both new and current reproductive practice partners in order to establish and maintain confidence in recommending our service to their patients, both internally and via outbound marketing & communications. The representative will work closely with customer contacts and internal team members to improve the process for our customers.

Responsibilities

- Develop and execute a business development model to expand industry participation in the Embryo Connections solution, as demonstrated by new clinic growth and repeat
- Coordinate clinic marketing and education (materials, newsletters, seminars, and speaking engagements), ensuring top of mind program awareness and understanding for patient education and administration
- Create and maintain relationships with key clinic customers to better understand needs, track and ensure EC adherence to their protocols, and deliver innovative solutions beyond expectations.
- Report customer account health internally and via updates to key clinic clients. Work cross-functionally with EC teams to identify/activate opportunities for metrics improvement and growth
- Support team as needed to improve key account donations

Qualifications

- Undergraduate or graduate degree in related field
- Account management, Business Development, and/or Customer Marketing experience in a medical or clinical industry, ideally fertility/reproductive medicine/women's health
- Articulate and well accustomed to a client facing role
- Willingness and ability to travel (5 – 10 times/yr)
- High proficiency in MS Office applications including Excel, and online communications applications such as Gmail, Zoom, and other business tools

Characteristics

- Organized
- Results-driven
- Clear communicator
- Client-focused
- Timely
- Self-motivated
- Team player
- Learning mentality
- Comfortable working in changing environments

Time commitment: Flexible: Full time or Minimum 20 – 25 hrs/wk to start, anticipate building to full time pending responsibilities and client growth

Pay structure: Salary, performance bonus, plus retirement plan matching.
Health insurance not currently available due to start-up organization size. Anticipated addition as we grow, with your help!

Work location: Remote

Start date: ASAP

We believe...

Working together, we can bring more love into the world!

We strive to make a difference in all that we do...

Embryo Connections believes that all families should be able to have a child to love. As an embryo donation concierge organization, We help families with surplus embryos via IVF donate them to families who need embryos to complete their family. We provide objective, knowledge-based guidance and coordinate donor to recipient logistics, so families can feel confident and at ease on the journey. For clinics, Embryo Connections provides embryo donation coordination outsourcing, alleviating the resource burden on clinics to execute embryo donations, yet keeping patients in-house for continuity of care.

Embryo Connections is a nimble, inclusive, supportive small business based in CO.

Our work environment includes...

Relaxed atmosphere

Flexible working hours

Growth opportunities