



Contact: Terry McCarthy
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Position: Business Development Manager
Industry: Medical Device
Location: Irvine, CA

Company Overview

Our client is a publicly traded leading contract design and manufacturing company with a specialization in electronic and electro-mechanical assemblies. Their customers include, Military, Medical, Biotechnology and Aerospace companies that are highly regulated with specialized needs.

Essential Job Functions

The basic purpose of the Business Development Manager will identify and qualify potential new customers for engineering and manufacturing opportunities, which reside in the medical environment in Southern CA region.

Principal Duties and Responsibilities

- Create and implement a strategic approach for identifying and securing new business.
- Develop and maintain working relationships with multiple internal customers – design center (Southern CA) and manufacturing operations (Colorado)
- Screen new business opportunities for fit within Company guidelines.
- Track new business opportunities using company provided tools.
- Expand pipeline year-over-year to meet Company targets.
- Close deals, in collaboration with relevant General Manager, consistent with established program mix goals.
- Determine tactical plan and establish the resources requirements needed to support a winning strategy in closing new business deals.
- Represent the company at required industry functions.
- Establish new relationships with potential customers, investors, and referral sources.
- All other duties as assigned.

Safety:

Ensure that all assignments are performed in compliance with all applicable Federal, State, Provincial and Company safety and health regulations, and where applicable, proper personal protective equipment is utilized.

Knowledge, Skills and Abilities

- Bachelor's degree in mechanical/electrical/manufacturing or equivalent experience; or 10+ years related experience and/or training; or equivalent combination of education and experience (some IVD experience preferred).
- 5+ years of experience in Medical Manufacturing and Design.
- Strong customer rolodex within medical capital equipment.
- Proven business development capability.
- Hunter mindset.
- Contract design/manufacturing experience.
- Entrepreneurial background, small or mid-sized company experience.
- Must be self-guided, but remain closely connected to design center and manufacturing operations.
- Exposure to sales lead tracking tools preferred.