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## Business Development Specialist (Hybrid)

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Company: Massive Bio, Inc.

Location: Maslak

Category: other-general

Massive Bio is a rapidly growing health-tech startup founded in 2015 to provide every cancer patient with access to clinical trials regardless of their location or financial stability. Our proprietary patient recruitment and enrollment enablement solution for oncology clinical trials solves every point of friction in traditional clinical trial enrollment. Privately held and headquartered in NY City, our passionate changemaker team is looking for a Business Development Specialist to join our team in Istanbul, Turkiye. As a member of the Business Development team, the Business Development Specialist will be key to focus on Massive Bio's clinical trial enrollment services and the development of Massive Bio's growth efforts in all markets. The ideal candidate will have experience in Biotech/Pharma and healthcare environments. Reporting to the Director of International Partnerships, you will: Analyze existing data and market research to identify trends, opportunities, and challenges in the target markets. Support the planning and development of sales strategies for the countries based on data-driven insights. Monitor and evaluate sales performance, market conditions, and competitor activities to identify areas for improvement. Collaborate with cross-functional teams to gather relevant data and ensure the accuracy and completeness of the analysis. Contribute to the improvement of partner and patient flows with the guidance of data. Provide actionable recommendations and propose strategic actions to achieve sales goals and drive business growth. Conduct market research to identify new business opportunities and emerging market trends. Stay up to date with industry developments and best practices to enhance the effectiveness of sales strategies. Candidate Profile: BS/BA degree or equivalent experience. 3+ years experience in business excellence,

channel partnership development, and business development in healthcare tech, healthcare, or pharma companies. Strong analytical skills with the ability to interpret complex data sets and extract meaningful insights. Knowledge of sales methodologies and techniques is a plus. Experience with data analysis tools and software is desirable. Experience in healthcare preferred. Exceptional relationship-building skills. Fluent in English. It is preferable to have an additional language. Familiarity with medical terminology and the health care system. Able to adapt to situations quickly, with a start-up mindset. Thrive in a fast-paced environment. Excellent communication and presentation skills to effectively convey analysis findings and recommendations. Proactive, passionate about client work and delivery quality, detail-oriented, comfortable with ambiguity, data-driven, and growth mindset. Living in Istanbul, preferably on the European side. Work location is Maslak, Istanbul; at least 2/3 days a week at the office. No military obligation for candidates. Powered by JazzHR

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