

BioCareer Pathway for Business Development Manager

Recent Graduates

- Degree in business or marketing +
- Degree in science-related field such as chemistry, biochemistry, engineering, agriculture, health, medicine, nursing, pharmacy, or nutrition

Entry-level

Sales Representative, Account Coordinator

3-5 Years

Business Development Representative

5-7 Years

Business Development Manager

7 Years+

Director of Business Management
(usually requires graduate degree in business or communications)

Career Change

Sales, marketing, or research and development, with a scientific background

Job Functions

(You may be responsible for more than one)

- New Business Strategy
- Lead Generation
- Managing Key Customer and Partner Relationships
- Sales Performance Monitoring

Actual job titles may vary slightly between organizations. The BioCareer Pathways are meant as a guide for potential career paths. They have been developed through secondary research.