


What is the Consultant Development Program?





What you'll do:

You'll join as an **Associate Consultant** in one of our hub locations and become an expert on our software. You will **implement our software directly with clients**. The best part: no coding is required!

Who would be a good fit?

 Anyone with **Research** or **technical** backgrounds who *thrive in dynamic, collaborative environments*.


 Perfect for those who want to **step out of a lab or away from solely coding to embrace a customer-facing role**.

 Seeks variety and engaging day-to-day responsibilities over routine or isolated work.


Career Paths

You can use the skills you gain during CDP to take your career to the next level in one of three **different areas at Veeva**: Consulting, Sales, Product Management.

What does it mean to be in a Development Program?

 A tailored, accelerated career path designed for recent graduates, offering hands-on learning, and mentorship. Unlike a rotational program, you will build expertise in a specific field while making an impact from day one.

 **Bootcamp**: GV Bootcamp is a **2 week**, immersive, in-person **onboarding experience** designed for all new hires of our Development Programs.

 **Big Buddy Program**: You will get to know someone who has already been in the **same shoes as you** and receive **support** from them.


 **Timeline**: The program is about **20 months** long.


What is the Business Consultant Development Program?


What you'll do:

You'll join as an **Associate Business Consultant** to help our customers operate more efficiently and realize the innovation of our software and data through business process optimization, change management, and value realization.

Who would be a good fit?

 **Team Player and Strong Communicator**: Eager to collaborate on consulting teams, and learn how to lead customer engagements and communicate with industry leaders

 **Detail-Oriented and Analytical**: Eager to develop excellent research, data analysis, and project delivery skills that contribute to impactful project outcomes in an essential industry

 **Creative Problem Solver**: Eager to tackle diverse and complex challenges in order to deliver innovative, best-in-class business solutions

Career Paths

BCDP develops you into a successful Business Consultant & future leader. You can pursue a career path into one of four growing Business Consulting teams: R&D and Quality, Analytics, Commercial Content, or Commercial Strategy.

generation
VEEVA

Build your career.
Have fun.
Grow with us.



What is the Sales Development Program?




What you'll do:


Phase 1: Start as an **Associate Consultant** in CDP, implementing our software directly with clients.


Phase 2: Promote to a **Sales Development Representative**, sharpening your sales skills and driving revenue through outbound lead generation.

Phase 3: Become an **Associate Account Partner**, using your expertise to build relationships, drive sales, and close deals. Graduate as an Account Partner, owning the sales process and growing your territory.

Who would be a good fit?

 **Strong Communicator**: Comfortable leading customer meetings, facilitating workshops, and collaborating with a team.

 **Ambitious**: Desire to take initiative in different situations. Excellent management skills, eager and self-motivated to find their own work

 **Resilient**: Self-motivated with perseverance and passion for achieving long-term success through adversity.

Career Paths

SDPers start their journey in our Consultant Development Program and have an accelerated path to becoming Account Partners.

