



JOB DESCRIPTION

Position – Business Development Manager

KEY DUTIES AND RESPONSIBILITIES:

- Collaborate with key account managers to identify new business and grow relationships that assist in revenue generation for the organisation.
- Support or lead development initiatives of the identified new business strategies / opportunities.
- Develop and prioritize a list of target prospective clients for specific service sales and a strategy to achieve defined sales targets.
- Pursuing and opening a line of dialogue with prospective clients.
- Develop a strong relationship with the potential client's relevant contact person, organize visits to the client's facilities or to our facilities, showcasing our capabilities and identifying the service requirements.
- Develop sales performance metrics based on organisation service prices and cost structure approach.
- Securing a position to tender or quote for upcoming work with new potential and existing clients.
- Ensure the timely preparation of proposals for our CDMO & CMO services and efficient conclusion of manufacturing service agreement.
- Work with operations team to develop the potential and existing client's required activities within target markets.
- Partner with operations and service delivery teams to develop accurate and timely quotations and proposals for your clients.
- Establish continuous market monitoring, identify trends, and liaise with operations team to develop new solutions.
- Maintain current knowledge of service capabilities and relationship network of stakeholder throughout the Organization.
- Develop intervention strategies to mitigate gaps in delivery of logistics services. Monitor any lapses in delivery of logistics services to clients.
- Any other activities as and when assigned by the Superior.

JOB REQUIREMENTS:

- Excellent verbal / written communication and technical presentation skills.
- Interpersonal skills with the ability to interact with all levels of management, consultants, and clients, with highly developed presentation, negotiation, and persuasion skills.
- Possess extensive and recent experience in a similar senior sales position within the life sciences sector (preferably with a focus on CDMO & CMO services).
- Results focused, commercially aware, creatively and ability to understand clients' and the organization operational requirements.
- Ability to develop innovative solutions for clients and have a strong aptitude to convert strategy into results for the organization.
- Ability to travel, present and promote capabilities, express initiatives and foster effective positive communication between clients and the organization.
- Ability to work independently with limited supervision.

EDUCATION & EXPERIENCE

- Minimum Bachelor of Science in biology, chemistry, biochemistry, microbiology, or similar relevant education.
- At least 6-8 years of relevant industry sales/business development experience.
- Knowledge of Formulation Development and Manufacture of pharmaceuticals.
- Experience in a Contract Development and Manufacturing Organization (CDMO) or Contract Manufacturing Organization (CMO) is an advantage.

TO APPLY

Candidates are encouraged to apply this position via email to Phghr@pharmagend.com with the following information in the resume.

- Work experiences and job responsibilities.
- Current and Expected salary
- Reason for leaving.
- Date of availability
- Education background

We regret that only shortlisted candidates will be contacted.