

On behalf of our esteemed client, we are seeking a qualified and motivated:

Business Development Manager

Job Description:

- To grow the business through acquisition and retention in the API supply chain/API CDMO
- To execute the commercial strategy
- To develop commercial proposals, negotiate terms, and manage contracts (CDAs & MSAs).
- To foster strong relationships with customers, ensuring proactive communication and issue resolution.
- To utilize CRM tools to enhance processes.
- To gather market intelligence to identify new growth segments.
- To visit customers, maintain a strong sales pipeline, and conduct yearly business reviews.

Requirements:

- University education in pharmaceutical or related fields.
- Experience in the same field

Soft Skills:

- Strong orientation toward new business development
- Excellent negotiation skills
- Strategic and result-driven mindset
- Pragmatic and solution-oriented approach

If you meet the above requirements and are interested in this opportunity, please contact our consultant, Alberto Largader (largader@lwphr.ch).

