



<https://www.modern-heads.com/job/head-of-business-development/>

## Head of Business Development (m/f/n) Pharma Innovation Company, Munich

### Beschreibung

Our client provides pharmaceutical services on a high quality level and is a member of a larger group of pharmaceutical companies. The company offers unique solutions as a one-stop shop for the full development from product idea, early-stage development through production of medicinal sample production under cGMP conditions, clinical studies, and bioanalysis. Besides over 30 key technologies for solids, semi-solids, liquids, transdermal products (patches) as well as personalized medicine (including 2D and 3D printing) for conventional and innovative technologies and formulation design for the pharmaceutical industry, our client is an experienced and highly competent partner offering pharmaceutical consulting services.

Position: Head of Business Development (m/f/n)

In anticipation of an ambitious growth plan, we are looking for an exceptional leader. In this position you are a key part of the management team and responsible for managing and building customer relations, developing new strategies in the pharmaceutical contract research and development field, responding to RFPs, and winning new accounts.

### Zuständigkeiten / Hauptaufgaben

Your Tasks and Responsibilities

- Positioning of the company's service portfolio in the target customer landscape for the acquisition of new and upselling of existing customers
- Identifying, analyzing, and evaluating potential customers and companies for the generation of new business for new customer projects
- Expansion and upselling of existing projects
- Managing and controlling pricing and contractual issues by developing a thorough understanding of company procedures
- Representation of the company and presentation of core competencies to opinion leaders, experts, and industry associations
- Evaluation of the needs and interests of prospects and presentation of the company's solution competence
- Generating monthly reports according to company standards on achieved results, activities, KPIs and areas of improvement
- Quoting and managing requests for proposals on a daily basis, coordinate with external and internal project stakeholders to ensure they run smoothly

### Arbeitgeber

Modern Heads

### Arbeitspensum

Vollzeit

### Start Anstellung

sofort

### Dauer der Anstellung

unbefristet

### Industrie / Gewerbe

Pharma

### Arbeitsort

Europa

### Veröffentlichungsdatum

12. April 2024

and profitably

- Collaboration with the larger Group network to encourage cross-selling

## **Qualifikationen / Anforderungen**

### Your Qualifications and Experiences

- Graduation in life sciences preferably in the field of Pharmacy
- At least 10 years of work experience in the pharmaceutical industry, preferably in the contract development landscape
- Business development experience in an international context with profound knowledge of the pharmaceutical market, processes and technologies
- Experience in project management and customer relationship management
- Strong customer orientation and very strong communication & leadership skills for sales and project management of contract development activities
- Self-motivated and result driven mentality, assertiveness problem-solving skills and creativity, analytical and structured mindset, team spirit, flexibility and intercultural skills
- Business fluency in English and German and Willingness to travel
- Proficient in MS Office and preferable high digitalization & technology affinity

## **Kontakte**

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