

Business Development Manager Consumer Health Care (f/m/d)

for the site Cornu-PH, Romania

Would you like to make a valuable contribution to the health of patients? And do something really meaningful on your own responsibility? Then we look forward to hearing from you! Excellence beyond manufacturing - that's what we stand for as Aenova, one of the world's leading contract manufacturers and developers for the pharmaceutical industry with 4,000 employees at 15 sites. Our site in Cornu is a competence center for softgel capsules and VegaGels®.

Your key responsibilities

- Drive new development and commercial business across the assigned region, targeting both existing and prospective CHC customers
- Generate new business with existing customers and prospective clients in the CHC market
- Identify and prioritise target accounts and opportunities in collaboration with Market Intelligence
- Present Aenova’s capabilities and develop tailored development and manufacturing solutions for customer needs
- Prepare, negotiate, and close proposals, development and supply agreements, commercial terms, and pricing in close cooperation with Operations and Legal
- Partner with Sales Unit Leaders and Key Account Managers to grow strategic accounts and manage customer relationships throughout the project lifecycle
- Perform any other objectives as agreed with the Director of Business Development Europe to help drive growth for the Aenova Group and achieve business objectives
- Ensure accurate use of sales reporting tools, transparent cross-functional communication, and delivery of agreed annual new-business targets

Your profile

- Bachelor’s degree in science, business administration or other related field
- Proven experience in complex B2B Sales, Business Development, or Key Account Management in pharma, CHC, nutraceuticals, food supplements, OTC, or a related CDMO environment
- Strong unterstanding of the Europen CHC market; thorough knowledge of soft gel manufacturing is a plus
- Demonstrated success in developing customer relationships and negotiating development, manufacturing, and supply agreements
- Strong commercial, communication, presentation, and negotiation skills
- A proactive, structured, performance-driven and results-oriented team player who works effectively in an international, fast-paced and cross-functional environment
- Shown ability to read, write, and speak clear English; Romanian or German would be a plus
- Willingness to travel up to 50%

Your motivation

Are you looking for new challenges in a highly competitive environment? And you want to tackle them creatively and on your own responsibility? Do you prefer a "get-it-done" culture and think in terms of solutions rather than problems? What are you waiting for? We

would be happy to explain our corporate benefits in a personal conversation!

Apply now

If you have any questions, I - Melanie Rümmele / Human Resources - will be happy to help you: +49 151 57915557

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