Business Development Manager DACH (f/m/d)

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 Starnberg is the headquarters of the Aenova Group.

Your key responsibilities

- Develop and execute sales plans (effectively utilizing proven sales methodology) to identify, qualify, pursue and close new development and commercial opportunities within an assigned region (current customers and/or prospects) to achieve revenue and new business objectives
- Work with legal to negotiate and execute appropriate and complex development and supply agreements (using proven negotiation skills methodology)
- Present Aenova's capabilities knowledgeably and effectively with customers, and craft specific targeted solutions that meet customers' manufacturing and development needs
- Support and prepare development and commercial proposals working closely with Operations and negotiate these proposals
- Collaborate with Sales Leaders and Key Account Managers in the construction and execution of their strategic account plan(s), if applicable
- Provide input into pricing strategy with assigned customers
- Provide business and overall relationship management support to existing development and commercial programs
- Responsibilities may include negotiation of new development and commercial supply quotations, support specific sites on business/commercial issues and support of Development and Commercial groups to structure proposals as programs move through various stages of development to commercialization

Your profile

- Advanced scientific degree and / or Masters of Business Administration / commercially orientated degree is advantageous but not essential
- 5+ years of relevant experience in B2B CDMO sales, Business Development or Project Management
- Sales / Business Development experience in the contract pharmaceutical industry preferred, relevant industry knowledge of product development and manufacturing is essential
- Thorough understanding of sterile and oral solid-dose manufacturing is a plus
- Strong customer focus and results orientation
- Strong fundamental business skills; ability to appropriately evaluate and structure value creating deals for the business with a good ability to negotiate those deals
- Language: Full professional proficiency (Demonstrated ability to read, write, and speak clear English and German)
- Flexible and rapid availability for business travel is required
- A place of residence with good transport links (e.g. public transport, motorway, airport) is an advantage.

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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