



Business Development Manager North America (f/m/d) for the site Greensboro, USA

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 Greensboro is a competence center for packaging in the US market.

Your key responsibilities

- Drive growth through the identification, negotiation and closing of new commercial packaging business for Aenova's site in Greensboro, NC
- Develop and execute sales plans within an assigned region (current clients and/or prospects) to achieve new business objectives
- Work with legal department to negotiate and execute supply agreements
- Understand the customer's organisation and business needs, present Aenova's capabilities knowledgeably and effectively with the customers and manage and optimize the overall relationship
- Act as the customer's advocate within the Greensboro site and organise periodic business review meetings with customers, ensure prompt and effective issue management and resolution
- Coordinate and execute the North American trade show plan
- Ensure cGMP is applied in all areas of work

Your profile

- Business or Science Degree
- Sales and/or client facing experience
- Strong organizational abilities
- Dynamic, self-motivated, pro-active approach to taking on challenging assignments
- Strong project ownership ethic with a "can do" attitude
- Ability to work within and deliver critical timelines
- Outstanding communication skills, both written and oral, and the self-confidence to use these skills to convince others to buy into proposals and plans
- Comfortable with all levels of assigned tasks, including administrative
- Ability to travel to Greensboro site on a monthly basis

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](tel:+4915157915557)

Contract Packaging Resources, Inc. • Member of the Aenova Group • 8009 Industrial Village Road • Greensboro, NC 27409, USA