



Business Manager (f/m/d) Latina (Italy)

for the site Borgo San Michele LT, Italy

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 Latina is a competence center for sterile production and antibiotics.

Your key responsibilities

- Manage and optimize the overall business relationship with customers with respect to the Latina site for both existing and new customers
- Perform key tasks in the relationship management and new business development
- Project cost and price definition, commercial proposals, supply agreements, financial and business modelling, GMP & health & safety
- Assess and implement new business opportunities identified by Business Development or from the existing customer base
- Negotiate and manage commercial agreements for pharmaceutical products and services
- Act as an interface between the production site Latina and commercial Sales

Your profile

- Relevant degree with demonstrable experience in the pharmaceutical industry, preferably in the finished product operational environment
- Professional experience in leading B2B price and contract negotiations for customised products and services
- Client-facing experience and strong organisational abilities
- Strong project ownership ethic with a "can do" attitude
- Ability to work within a fast-paced environment and to deliver critical timelines
- Outstanding communication skills and fluent in English, both spoken and written
- Willingness to attend 3 days a week at our location in Latina

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)