

## **Director Business Development & Key Account Management**

### **Biopharmaceuticals Europe (m/f)\***

Reference Number: 1001431

#### **Company Information**

Our client's company ranks among the world's 20 leading pharmaceutical corporations. Their vision drives them forward. It helps them to foster value creation through innovation in their company and to look to the future with constantly renewed commitment and ambition.

Our client is recognised as one of the world's premier Contract Manufacturing Organisations for microbial and yeast derived biopharmaceuticals and offers the complete range of services from cellbanking to large scale GMP manufacture of drug substance and drug product, including process development and process optimization services.

#### **Position**

The position includes two main responsibilities:

Business development function

- Acquisition of biopharmaceutical products for our clients' third party contract development and manufacturing business.
- Responsibility to drive acquisition process from initial contact to closure of deal and execution of contract.

Key account management function

- Development of account strategies for assigned customers, management of such accounts and customer relationship management

#### **Candidate Profile**

##### **Required capabilities**

- Profound knowledge in recombinant technologies for mammalian and microbial derived biopharmaceuticals, process development, GMP manufacture, and quality
- Comprehensive business background (finance/economics)
- Business and contract negotiation skills
- Proficiency English skills (spoken and written)
- Long-term experience in the (bio)pharmaceutical industry, in-depth market insight
- Self-organised, self-motivated, pro-active and target driven personality with entrepreneurial spirit
- Excellent communication and representation skills
- Team player, skills in the interdisciplinary and intercultural field
- Willingness to travel within Europe ( $\geq 3$  days per week)

##### **Education and working experiences**

- Doctorate degree in Natural Sciences (e.g. biotechnology, biology, biochemistry)
- >8 years working experience in the (bio)pharmaceutical industry and an international business environment
- Solid business know-how and >5 years of working experience in business function

- Comprehensive sales experience
- Extensive network and contacts in industry

**Reporting Line**

- reports to VP BD & KAM Biopharmaceuticals Europe

**Salary Range**

- Annual gross salary from € 100.000,- according to skills and experience

**Mediatum**

Excellence is our standard. Specialization in life sciences is our strength. Mediatum is the premier recruiting boutique for innovative and successful companies in the biotech, pharmaceutical, medical devices and diagnostics industry.

We support and advise our clients in Europe discretely and reliably in the identification, selection and appointment of professionals and executives. Our approach is a unique consulting service which has been widely recognized as being among the best in the industry.

If you are interested in this position please email your CV to

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\* This job description applies equally to male and female candidates, regardless of the wording used in the text.