

## **Business Development Specialist (m/f)**

*Ref.Nr. SK60*

We are currently seeking enthusiastic talents interested in developing a career in selling and marketing specialized services in the field of CMC pharmaceutical development and manufacturing and drug delivery solutions. This is an exciting opportunity for a professional with 3 to 5 years' experience in a sales, customer service or advisory role who is looking to develop a career with an organization focused on delivering exceptional scientific and technical consultancy service targeting a very exclusive high-end segment in pharmaceutical field.

### **DUTIES & RESPONSIBILITIES:**

- Responsible for identifying prospective target customers through individual research and business partnership
- Act as an initial point of contact for identified prospects and explain service offering and capabilities options and pricing (answering inbound queries, cold calling, direct mailing, events etc.). Enter lead information in database
- Facilitate early stages of sales cycle / qualify potential leads before passing over genuine business opportunities
- Actively participate in Marketing and Opportunity Generation meetings and events and share customer, product and sales knowledge
- Manage the client relationship and briefing requirements and provide ongoing support to new customers with effective follow ups
- Proposal generation and agreement requests
- Partner with BD Director for skill development and priorities
- Partner with Head of Marketing for communication strategy and marketing material
- Maintain database for all contacts and accounts including forecasting
- Partner with Department Managers and Scientific Leader to ensure alignment with clients' expectations and availability of resources
- Act as internal Project Manager or Product Owner if required

**Research Center Pharmaceutical Engineering GmbH**

Sandra Resl

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## EDUCATION & EXPERIENCE:

- A self-starter who is not afraid of taking the initiative and generating their own ideas on how to grow the business
- Master´s degree (MSc.) from university; at least two to three years related experience and/or training; or equivalent combination of education and experience
- An enthusiasm for innovation in medical device or pharmaceutical products is a plus
- Worldly background
- Project Management experience is essential
- Competency in all aspects of MS Office packages
- An aptitude for critical thinking and problem solving
- Developed communication skills, including written, spoken, numerical and presentation
- A conscientious work ethic and strong understanding of meeting and achieving deadlines
- Strong commercial awareness
- Good 'people skills' for building relationships with colleagues and customers at all levels
- Availability to frequent travels

## WE OFFER:

- Senior position in R&D for an unlimited period in the interface of scientific and industrial work
- A multidisciplinary and dynamic research environment and access to highly modern infrastructure on campus of Graz University of Technology
- Opportunities for career development at the academic and industrial level
- Salary will be based on the seniority and experience, in compliance with the collective agreement for employees in industry and trade, in service, in information and consulting.

We are looking forward to receiving your application by indicating the Ref. Nr. and including a cover letter, your CV and certificates!

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