

Business Development Manager Non-sterile Drug Product Development and Manufacturing - Eurofins CDMO

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Company: Eurofins

Location: Ghent

Category: other-general

Job Description

Eurofins CDMO is a leading international Contract Development and Manufacturing Organization (CDMO) based in Europe. Our company focuses on drug product development and manufacturing for chemical/biological entities and drug substance development and manufacturing for biological entities. We support small and major biopharmaceutical companies in an innovative way to help them achieve their (pre)clinical milestones timely. Our facilities are perfectly designed for clinical and/or small-scale commercial batches for non-sterile or sterile dosage forms. With approximately 350 staff, we operate out of 8 sites in France, Belgium, and Italy.

To support our ambitious growth plan in formulation, analytical development, and manufacturing of clinical batches and small-scale commercial batches, we are today looking for a talented

Business Development Manager for Non-Sterile Drug Product Development and Manufacturing.

Reporting to the Head of Business Development, you will work closely with our Technical Business Managers (compiling quotations) and our different Business Unit Managers (managing sites) to achieve your assigned objectives. The ideal candidate will be in charge of:

Enlarging client portfolio through active prospection in Europe.

Focusing on development projects particularly the earliest phases up to clinical development (Phase 1 to 2B) for chemical and/or biological compounds.

Representing the CDMO division at relevant conferences, workshops, and tradeshow.

Benchmarking our offering versus identified competitors or newcomers.

This position will primarily focus on our site in Ghent but can also serve our facilities located in Bordeaux (FR), Montpellier (FR), or Idron (FR) with whom the candidate will closely collaborate.

Qualifications

Graduating with a scientific degree (Engineer, MSc, PhD), we would expect at least 5 to 10 years of relevant experience in selling full package services from formulation development, and drug product development to packaging including analytical support and manufacturing for small or large molecules.

Good communicator, dynamic, strong business acumen with an understanding of the drug product development and manufacturing requirements for small molecules and biologics.

Even if autonomous, you like to feel part of a team.

You are willing to travel (30% of your time).

Excellent English, another language (French, Dutch/Flemish, or German) would be a plus.

This position would be ideally located in Ghent or surroundings. Nevertheless, we are open for good candidates in other locations with good flight connections.

Additional Information

We support your development! Do you feel you don't match 100% of the requirements?

Don't hesitate to apply anyway! Eurofins companies are committed to supporting your career development.

We embrace diversity! Eurofins network of companies believe in strength and innovation through diversity, being an Equal Opportunity Employer. We prohibit discrimination against employees or applications based on gender identity and/or expression, race, nationality, age, religion, sexual orientation, disability, and everything else that makes employees of Eurofins companies unique.

Sustainability matters to us! We are well on our way to achieving our objective of carbon neutrality by 2025, through a combination of emission reduction and compensation initiatives. We encourage our laboratory leaders to make sustainable changes at their local level, and in addition to their initiatives we also count on our dedicated carbon reduction team to help us to achieve this goal!

Cross References and Citations:

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