

Customer Proposals Manager Microbial-000006UL

Description

- With Sales lead/attend customer meetings (on or off site) to win business for microbial custom manufacturing
- Perform technical project evaluations based on RFPs and informal requests, in close collaboration with subject matter experts from R&D, Manufacturing and other functions
- Ensure good understanding of customer requests
- Assess feasibility, and agree activities, resources, costs (including CAPEX) and timelines with Operations, Regulatory and other stakeholders
- Accurately transcribe proposals into asset, resource and financial planning systems as appropriate
- Provide outline and detailed winning proposals to Sales accurately reflecting the Customers' requirements
- Obtain value proposition, price and T&Cs from Commercial Development
- Work with operational departments and finance to ensuring the planned scope and costs are as accurate as possible

Qualifications

- MS degree, PhD preferred
- Preferred area of study: Bio-/Chemistry, Biology, Biotechnology, or Bio-/Chemical Engineering
- Minimum 5 years relevant experience in the microbial biopharmaceutical industry
- Complete understanding of regulatory requirements of the CMC life cycle
- Strong organizational and planning abilities, team and communicationskills
- Self-driven, innovative and entrepreneurial spirit
- Diplomacy, negotiation skills
- Fluent in English and German, written and spoken
- Proficiency in MS Office Software
- Good understanding of data management and related software

Job Sales/Business Development

Primary Location CH - Visp

Schedule Full-time

Contact Name - External HR Services Emea

Contact E-mail - External HRservicesemea@lonza.com