

Proposals Manager Bioconjugates-00000610

Description Key Accountabilities

- Read and understand requests for proposal (RFPs). Interact with clients as needed to understand their needs.
- Carry out technical project evaluation and propose suitable manufacturing concept, scope of work and timeline in agreement with the operational teams (process development, QC and manufacturing).
- Create accurate and high quality proposals (and revisions) for the bioconjugate business that (1) meet customer's needs, (2) are supported and approved by the operational teams and by Commercial Development, and (3) maximize Lonza's change of winning profitable and attractive business.
- Carry out the associated cost calculations.
- Support the project team at project start in order to ensure a smooth transition from evaluation phase to execution phase.
- Continuously improve the evaluation / proposal process including improving proposal layout and content.
- Support Commercial Development as needed for relevant commercial and marketing activities.

Qualifications

- MS degree
- Preferred area of study: Chemistry, biochemistry, or biotechnology
- 5 years relevant industry experience
- Strong background in bioconjugates
- Bioconjugates experience
- Excellent communication skills
- Ability to work effectively in a complex matrix environment and gain the buy-in of others
- Highly motivated, committed and results driven
- Accurate, reliable, well organized
- Flexible and agile (ability to live with uncertainties)

Job Sales/Business Development

Primary Location CH - Visp

Schedule Full-time

Contact Name - External HR Services Emea

Contact E-mail - External HRservicesemea@lonza.com