

# Sales & Business Development Manager - Pharma Custom Manufacturing-000003J0

**Description** As a member of the Lonza sales team for our Custom Manufacturing Pharma business unit you will be responsible to further grow sales in the assigned territory through proactively identifying and closing new custom manufacturing projects by building relationships with customers and key decision makers at Pharma and Biotech companies. You will proactively assess new business opportunities, promote Lonza's capabilities in multiple manufacturing technologies, including mammalian and microbial fermentation as well as chemical synthesis for clinical and commercial supply of APIs and represent Lonza at trade shows and conferences. You must have a strong commercial sense combined with the ability to translate appropriate market intelligence and customer leads into sustained business opportunities for Lonza. Scope of work is to service the assigned territories. This position requires approximately 50% of travelling.

**Qualifications** You have a Bachelor or Master degree in Chemistry, Biochemistry or Biology and at least 5 years Sales experience in a CRO/CMO business setting in the bio/pharmaceutical industry. Additionally a MBA would be desirable. You show proven negotiation and project acquisition skills. You have strong interpersonal, communication and presentations skills as well as the ability to build strong relationships with customers. You like working in an open and international environment, you are creative, self-reflected and you are used to work independently as well as in teams. A very good knowledge of the MS Office computer tools as well as an excellent command of both Italian and English round off your personal profile. Any other language skills would be a plus.

Please apply online under: <http://careers.lonza.com>. For further information, please contact Ulrich Keuth (phone: +41 61 316 8756). We look forward to hearing from you.

**Job** Sales/Business Development

**Primary Location** CH – Visp

**Schedule** Full-time