



## Technical Sales & Proposals Manager

### Job Description Summary

Today, Lonza is a global leader in life sciences operating across three continents. While we work in science, there's no magic formula to how we do it. Our greatest scientific solution is talented people working together, devising ideas that help businesses to help people. In exchange, we let our people own their careers. Their ideas, big and small, genuinely improve the world. And that's the kind of work we want to be part of.

The Technical Sales and Proposals Manager will be instrumental in the generation of the microbial service offering (Microbial Fermentation Services | Lonza) and tangible customer project proposals, timelines, plans and strategy plans in collaboration with SME's from appropriate functions. They will also build a strong network with colleagues in Operations and Engineering to jointly make reliable estimates of CAPEX and OPEX costs in customer proposals.

#### Key responsibilities:

- Take the lead for coordination of cross-functional compilation of answers to RFIs and RFPs.
- To support Commercial Development, Sales and PM in securing new business.
- Act as a consultant to help customers select the best possible services for their needs.
- Sell the Lonza Value Proposition and proposal to the customer, including technical elements (not expected to be an SME).
- Partner with Sales and Commercial Development function to provide technical expertise in customer discussions on new business.
- Ensure good understanding of customer requests and technical project needs.
- Generate technical project strategies to assist the customer in achieving their CMC timelines through pre-clinical and commercialization.
- Attend or lead new customer site meetings (some off site meetings may also be required).
- Responsible for the translation of customer needs into project scope, timelines, costs (including CAPEX), quotations and pricing by coordinating and working with multiple technical, operational and commercial groups.
- Accurately transcribe proposals into asset, resource and financial planning systems as appropriate.
- Connect with other sites and technologies as appropriate to ensure the whole Customer Product Lifecycle joins up into one plan.
- Work with operational groups and finance to ensure the planned and actual scope is as accurate as possible.
- Perform other duties as required.

#### Key requirements:

- Degree in life sciences or related discipline. Master degree in Biotechnology, Biochemical Engineering, Biology or Biochemistry or related field preferred
- At least 5 years experience in a drug substance development, analytics and/or manufacture function, with experience in the clinical development phase and ideally also in commercialization of biopharmaceuticals
- Customer facing experience
- Strong technical background with ability to understand other technical disciplines
- Experience of program / project management within a scientific environment
- Strong interpersonal, supervisory and communication skills appropriate to a matrix environment
- Ability to identify creative commercial, workable solutions
- Proven persuasive communication skills in a scientific and technical environment
- Experience in working with a multi-national team
- Attention to detail; self-motivation with strong organization, communication (written and verbal) and computer skills (expertise with MS Project, Excel, PowerPoint, Word, database-based applications)

Every day, Lonza's products and services have a positive impact on millions of people. For us, this is not only a great privilege, but also a great responsibility. How we achieve our business results is just as important as the achievements themselves. At Lonza, we respect and protect our people and our environment. Any success we achieve is no success at all if not achieved ethically.

People come to Lonza for the challenge and creativity of solving complex problems and developing new ideas in life sciences. In return, we offer the satisfaction that comes with improving lives all around the world. The satisfaction that comes with making a meaningful difference.