

United Kingdom Jobs Expertini®

Director - Business Development (UK, Ireland and Scandinavia)

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Company: Syngene International Limited

Location: United Kingdom

Category: other-general

JOB DESCRIPTION Designation: Business Development – UK, Ireland and Scandinavia (Finland, Sweden, Norway, Denmark, Iceland) Job Location: In Territory Department: Business Development – Chemical Development Services About Syngene Incorporated in 1993, Syngene International Ltd. is an innovation-focused global discovery, development and manufacturing organization providing integrated scientific services to the pharmaceutical, biotechnology, nutrition, animal health, consumer goods and specialty chemical industries around the world. Syngene's clientele includes world leaders such as Bristol-Myers Squibb, Baxter, Amgen, GSK, Merck KGaA and Herbalife. Its innovative culture is driven by the passion of its scientists who work with clients from around the world to solve their scientific problems, improve R&D productivity, speed up time to market and lower the cost of innovation. Job Purpose Implement a sales strategy that identifies and secures opportunities across Chemistry, Formulations and Analytical services. This role reports to the VP Business Development – Europe Key Responsibilities: Implementing a proactive strategy for securing Chemical Development Business. This includes Developing a proactive process for identifying potential customers and opportunities Market based customer targeting and engagement Management of technical and commercial risk Closing multi-year high value supply deals. Overall build high value relationships with customers capable of providing multiple high value projects Within designated regions or accounts, driving the sales process to achieve quarterly and annual targets Managing customer relations to optimize value for Syngene across all operational units Attending appropriate trade and scientific conferences Be an advocate for the customer within Syngene Proving suitable reports on activity to senior

management
Educational Qualification: Masters qualification in science and or Business
Fluent in both written and spoken English
Technical/functional Skills: Have an overview of the API /chemical development process
Understanding of CRM systems and in particular Sales Force
Good appreciation of pharma regulatory needs
Good understanding of technical selling skills and management of an opportunity pipeline
Effective planning
Ability to manage both short, medium and longer term objectives.
Experience: The ideal candidate will have a minimum of 10 years selling experience within a CDMO environment, ideally with an Indian company providing services outside of India. The candidate will be used to using Sales Force and be aware of the importance of maintaining the data. The ideal candidate will have a proven track record in DP and/or DS business development and in particular in penetrating new accounts. This will have been achieved through a combination of remote outreach and the attendance of local trade and technical events. From day one the successful candidate will need to generate new business in addition to repeat and ongoing activity. The role will involve travel within Europe and occasionally to India.
Behavioral Skills: Organized and able to manage a significant number of simultaneous task
Goal focused
Resilient - Ability to overcome obstacles/barriers and set backs
Strong influencers (both internal and external)
Good Negotiation skills
Concern for impact - Cultural Emphathy and Understanding
Sound business ethics
Flexible and adaptable
Equal Opportunity Employer: It is the policy of Syngene to provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by applicable legislation or local law. In addition, Syngene will provide reasonable accommodations for qualified individuals with disabilities.

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