

FyoniBio is a leading Contract Development and Manufacturing Organization (CDMO) specializing in providing innovative solutions to the pharmaceutical, biotechnology, and life sciences industries. We are dedicated to advancing healthcare through cutting-edge technologies and comprehensive services in drug development, manufacturing, and supply chain management.

To strengthen our team from as of now and on full-time basis, we are looking for a highly motivated

Business Development Manager

(all genders)

The successful candidate will be responsible for driving business growth by identifying and pursuing new business opportunities, cultivating relationships with potential clients, and expanding our client base in alignment with our strategic goals.

Key Responsibilities:

- Identify and evaluate potential business opportunities within the target market segments.
- Develop and execute strategic plans to drive business growth and achieve revenue targets.
- Build and maintain strong relationships with existing and prospective clients, including key decision-makers.
- Lead the development and delivery of compelling presentations, proposals, and pitches to prospective clients.
- Collaborate with cross-functional teams including technical, operations, and finance to develop customized solutions that meet client needs.
- Independently plan project slots, draft proposals/pricing calculations in consultation with the respective departments.
- Monitor industry trends, market dynamics, and the competitive landscape to identify emerging opportunities and threats.
- Represent the company at industry conferences, trade shows, and networking events to promote our services and expand our visibility.
- Provide regular updates and reports on business development activities, progress towards targets, and market insights to senior management.
- Possibly serve as an account manager for signed projects.

Qualifications:

- Master's degree or PhD in a relevant field such as business administration, life sciences, engineering, or related discipline.
- Proven track record of success in business development within the CDMO industry or a related field.
- Strong business acumen and understanding of the pharmaceutical/biotechnology manufacturing process.
- Excellent communication, presentation, and negotiation skills.
- Ability to work independently and collaboratively in a dynamic environment.
- Demonstrated ability to think strategically, analyze complex problems, and develop creative solutions.
- Willingness to travel as needed to meet with clients and attend industry events.
- Proficient in using MS Office (Word, Outlook, PowerPoint, Excel).
- Excellent communication skills in German and English.

What We Offer:

We are an innovative and future-orientated company with a very collegial working environment and flat hierarchies. We live our positive corporate culture, which is based on mutual respect and appreciation. Varied and interesting activities in motivated teams promise independent work. We also offer:

- Competitive salary and performance-based incentives.
- Opportunities for professional development and career advancement within a growing organization.
- Dynamic and collaborative work environment with a focus on innovation and excellence.
- Flexible working hours with the possibility to work from home.
- 30 days of holiday per year.
- Social benefits such as a company pension scheme and capital-forming benefits.
- An informal corporate culture, without dress code and „Sie“.
- Regular company meetings and company events such as summer and Christmas parties.
- Water, tea and coffee are 4free for our employees and food and drinks in the campus canteen are discounted.
- Attractive working environment on the green Campus Berlin-Buch
www.campusberlinbuch.de.

Join FyoniBio and be part of a talented team dedicated to advancing Life science through cutting-edge solutions and strategic management. Apply now to contribute your expertise and drive success in a dynamic and rewarding industry.

We look forward to receiving your application documents via e-mail, including your potential start date and salary expectations.

Contact: FyoniBio GmbH/ Stefanie Klunker/ Human Resources/ personal@fyonibio.com.

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