

Business Development Manager

Overview

Location

United States, Europe, and Shanghai, China

Department

Business Development

Responsibilities

- Responsible for the development and maintenance of new customers in the region, promoting business discussions and promoting new service development for existing customers in the region.
- Responsible for the completion of sales tasks set by the company.
- Assist the team to develop the sales strategy and implementation of the various service product lines implemented.
- Collect business information from potential competitors in the region.
- Convert strategic partners with BD team and build medium and long-term business development pipeline projects.
- Other responsibilities assigned by the General Manager.

Requirements

- Proven track record in small-molecule CDMO sales
- Pharmacy, Organic Chemistry, or Engineering education background
- Willingness to work in a multi-cultural environment

Salary

- Commensurate with experience

Benefits

- Bonus, Insurance, Vacation, etc., according to standard practice