

The **Minafin group** of fine chemical companies develops and produces active pharmaceutical ingredients (APIs) as well as advanced intermediates for the pharmaceutical, cosmetic and green chemistry industries. Structured by brand, the group has been supporting its customers for many years in the scale-up and development of their products, with an emphasis on safety requirements and high quality standards. Thanks to its network of manufacturing sites in Europe and the US, the group has achieved sales of EUR 180 M with over 800 employees.



Minakem with its site at Louvain-La-Neuve, Belgium, is developing and producing highly potent APIs and controlled substances according to cGMP and is currently looking for a

Sales & Business Development Manager

Mission

- To facilitate the growth of the commercial development of CDMO activities of Minakem
- Identify and evaluate new sales opportunities
- To develop new products
- Ensure the development and delivery of products/services to current clients he/she will be assigned

In detail, it means

- Rapidly develop new clients on the basis of sound professional knowledge of the pharmaceutical chemistry sector and markets
- Develop a global view of accounts; define, implement and ensure the execution of a multi-projects action plan enabling the optimization of accounts' collaboration
- Interact with the other members of the commercial team (catalog products)
- Formalize a professional development action plan and set up progress measurements that can be communicated internally (colleagues and management) as well as externally
- Identify opportunities of additional revenues such as services and new products in order to improve portfolio return
- Set up commercial contracts related to his/her business: on top of commercial objectives, understand the implications and consequences of legal and Quality terms in relation with business.
- Understand and integrate the constraints related to regulations in the scope of products registration and sales of services to customers
- Create complex commercial presentations and proposals in collaboration with technical team and his/ her Management
- Get a thorough understanding of customers' expectations in order to establish adequate production planning as well as sales forecasts
- Handle delays, apply sense of priorities
- Submit qualitative monthly reports
- Capacity for standing up for his/her ideas while open-minded and accepting dialogue

- Dynamism, eagerness, willingness to invest him/herself in the company project and integrate the team

Profile

University degree in engineering, chemistry, biochemistry, pharmacy, Ph.D. organic chemist preferred.

Experience in business development, sales and marketing of active pharmaceuticals ingredients, with a focus on the generic API market. Experience in market analysis, development and implementation of sales strategies. Prior experience in a marketing/sales function at an established custom manufacturing organization is an asset. Established network in the pharmaceutical industry with excellent track record in customer relationship building, business development and sales expansion required. Problem-solving and analytical skills to interpret sales performance and market trend information. Excellent oral and written communication skills. Team player.

Languages: fluent in English and French, any other languages (German) will be a plus.

Travel: up to 40% of time mainly in Europe with primary focus on Switzerland, Germany and depending from new incumbent profile and expertise: Japan, Korea, South Africa, South America, Australia, etc, ...

The Sales & Business Development Manager is a new position that will report to the Sales Director CDMO located at LLN.

APPLICATION

Interested? Please send your complete application to joblln@minakem.com, mentioning job code SBD Jan 2018.

www.minafin.com