



Protagen Protein Services GmbH is a leading international specialist in the field of GMP-compliant protein analysis with locations in Heilbronn and Dortmund. We successfully support our customers in the development of therapeutic protein drugs and biosimilars. We owe our many years of success to our employees, who pursue their tasks with joy and commitment.

In order to strengthen our dynamic team, we are seeking a

Business Development Manager (USA) (m/f/d)

Your responsibilities

- Maintain and strengthen good relationships with existing and new partners including project planning and generating offers for characterization, stability testing and release analysis of biologics
- Identification of potential new customers from biopharmaceutical biotech with initial contact and presentation of the service portfolio to the customer
- Extensive travel activities throughout USA to maintain contacts with existing customers and to acquire new customers
- Participation in international, sector-relevant trade fairs and conferences including presentation of analytical case studies (posters, lectures)
- Analysis and evaluation of the market environment, as well as recording and contributing customers' feedback and market needs for the strategic further development of our service portfolio

Your profile

- University degree such as master's or PhD in pharmacy, natural sciences, bio-technology or similar fields
- Talent to develop and maintain long term high value relationships proven during minimum 2 years' experience in BD of analytical laboratory services
- Strong planning skills and analytical mindset
- Entrepreneurial spirit, critical curiosity, combined with stellar networking skills
- Profound knowledge of instrumental analytics in biologics
- Excellent communication and presentation skills
- Regulatory and CMC experience in the development of biologics is an advantage
- Fluent Business English
- Enjoy travel activities

Our offer

- A motivating working environment where your initiatives and strengths are appreciated
- Optimal integration
- Flexible working hours
- Cooperative teamwork
- Appreciation, openness and respect as well as a lively feedback culture
- Individual development opportunities

We are pleased to receive your complete application documents via email (HR@ProtagenProteinServices.com) as well as your earliest starting date and salary expectations. Please provide all relevant documents in one or two PDF files.

Protagen Protein Services GmbH

z.Hd. Dr. Petra Weingarten, Director Human Resources

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