

Director Business Development CDMO

Job ID
REQ-10051726

5月 15, 2025

Austria

摘要

The Business Development Director develops and maintains a commercial pipeline focused on new partners mainly in small molecules area. They identify and implement appropriate business development opportunities that will help the CDMO business to achieve its financial targets. They develop strategic commercial relationships with existing and new partners in close collaboration within the BD team, sites and global functions.

Delivery of new business to allow achievement of short and long-term growth strategy (new customer acquisition and new contracts in existing clients mainly in small molecules) for Contract Manufacturing Business within Novartis.

Harvest business that is: reputable and aligned with NTO capabilities and capacities mainly in small molecules.

Refines and continually aligns with Global Head BD CDMO the Go-To-Market Model and formulates a repeatable and robust sales process.

Ensures good collaboration between Commercial, Legal, Development and Production and strong alignment when it comes to planning for new products / product transfers.

About the Role

Key Responsibilities

- Develops and maintains a commercial pipeline focused on new partners mainly in small molecules area. Identifies and implements appropriate business development opportunities that will help the CDMO business to achieve its financial targets.
- Develops strategic commercial relationships with existing and new partners in close collaboration within the BD team, sites and global functions.
- Primarily responsible for new customer business / major incremental platform business in existing clients in small molecule area.
- Support Go-To-Market and sales strategy and live it accordingly (e.g. participation in conferences, fairs etc.).
- Close deals & get contracts signed.

Minimum requirements

- University degree (or equivalent) in business administration with 8+ years ' experience in pharmaceutical industry in project management or a commercial function with exposure to senior management.
- Experience of establishing commercial relationships, developing deal pipelines and building strong and sustainable customer partnerships.
- Ability to leverage competitive intelligence and ability to use and interpret databases and public domain information.
- Ability to liaise with people at all levels of the organization.
- Strategic thinking with strong communication and negotiation skills.
- Excellent team playing skills.
- Willingness to travel.

Why Novartis?

Our purpose is to reimagine medicine to improve and extend people ' s lives and our vision is to become the most valued and trusted medicines company in the world. How can we achieve this? With our people. It is our associates that drive us each day to reach our ambitions. Be a part of this mission and join us! Learn more here: <https://www.novartis.com/about/strategy/people-and-culture>

Imagine what you could do here at Novartis!

For candidates applying in Austria:

In addition to a market-competitive base salary, we offer an attractive incentive program, a modern company pension scheme, childcare facilities, learning and development options as well as worldwide career opportunities within the Novartis group. In accordance with Austrian law, we are

obliged to disclose the minimum salary as stated in the collective bargaining agreement. For this position the minimum salary is € 84,864.64 (on a full-time basis). The actual salary will be significantly higher, as we strive to maintain a competitive position in the market and consider your previous experience, qualifications and individual competencies.

We are open for part-time and job-sharing models and support flexible and remote working where possible.

Commitment to Diversity & Inclusion:

Novartis is committed to building an outstanding, inclusive work environment and diverse team 's representative of the patients and communities we serve.

Our recruitment decisions are based on selecting the best person for the job, regardless of gender, religion, age, colour, race, sexual orientation, nationality or disability.

Join our Novartis Network:

If this role is not suitable to your experience or career goals but you wish to stay connected to hear more about Novartis and our career opportunities, join the Novartis Network here:

<https://talentnetwork.novartis.com/network>

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients ' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

Join our Novartis Network: Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up:

<https://talentnetwork.novartis.com/network>

Benefits and Rewards: Read our handbook to learn about all the ways we ' ll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Operations

Business Unit
Innovative Medicines

地点
Austria

站点
Schaftenau

Company / Legal Entity
AT33 (FCRS = AT033) Novartis Pharmaceutical Manufacturing GmbH

Alternative Location 1
Ljubljana, Slovenia

Functional Area
BD&L & Strategic Planning

Job Type
Full time

Employment Type
Regular

Shift Work
No

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Adjustments for Applicants with Disabilities

If because of a medical condition, physical disability or a neurodiverse condition you require an adjustment during the recruitment process, please reach out to disabilities.austria@novartis.com and let us know the nature of your request as well as your contact information. The support which we can provide will include advice on suitable positions as well as guidance at all stages of the application process. Austrian law provides candidates the opportunity to involve the local disability

representative, Behindertenvertrauensperson (BVP), in the application process. If you would like to request this, please let us know in advance as a note on your CV.

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