

# Regional Head of Business Development (f/m/d)



location flexible

The Aenova Group is one of the leading companies in the pharmaceutical and healthcare industry. With high quality standards, innovative technologies and a clear future orientation, Aenova has become Europe's market leader for the development and production of all common dosage forms and product groups in the business-to-business sector. The company which has its headquarters near Munich (Germany), operates 15 production sites and several sales offices in ten countries throughout the world. More than 4.300 employees contribute to the group's success.

## What can you expect?

- Define the sales strategy and sales targets
- Lead a group of Business Development Managers, collectively responsible for selling all of the technologies and services of Aenova Group within Europe & Rest of World (ROW)
- Grow business in the defined geographic region by focusing on new and ideal clients
- Increase business by achieving commercial revenue, profitability as well as pricing targets and budgets
- Develop, strengthen and counsel the team to improve performance and drive pro-active customer and project acquisition
- Develop together with the team regional market and customer specific plans to improve market penetration and customer coverage
- Monitor and understand customer requirements, market trends and competitive landscape
- Create strong relationships with key client stakeholders at managerial levels and identify and solve client issues strategically
- Support the Legal team during negotiation of customer contracts
- Collaborate with the Key Account Managers for managing their accounts
- Support the Business Management, Project Management and Client Services processes and contribute to Sales & Marketing team effort by accomplishing projects and assignments as needed

## What should you bring?

- Bachelor's degree in or Masters of Business Administration, Engineering, Science or other related field
- 3+ years of relevant leadership experience in a sales role
- Sales / Business Development experience in a contract pharmaceutical industry is preferred as well as successful track record in B2B sales, Business Development or Project Management
- Thorough understanding of sterile and oral solid-dose manufacturing is a plus
- Excellent communication, negotiation- and leadership skills
- Strong commercial acumen, fundamental business skills, ability to appropriately evaluate and structure value creating deals
- Experience in current sales methodologies i.e. consultative sale, value based selling, etc.
- Capacity to manage multi-national teams as well as projects and assignments to tight timelines
- Competent handling of all standard MS Office applications and CRM systems
- Proficient in English is a must, other languages are an advantage
- Willingness to travel up to 50%

We offer a growth-oriented, dynamic and international environment, which offers challenging tasks across the sites as well as active participation opportunities.

If these tasks in a future-proof corporate group with a get-it-done culture attract you, then we would like to get in touch with you.

## Have we inspired your curiosity?

For any questions please contact the human resources department, Melanie Ruemmele, at +49 8151 9987 139.

[Apply now](#)

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