

Senior Business Developer (m/f/d)

Would you like to support the global industry in its ongoing transition to biologically inspired production concepts? Then Enzymicals AG is the place for you! Our company is located in the vibrant University and Hanseatic city of Greifswald in Germany, directly at the Baltic Sea. We are engaged in the implementation and optimisation of chemo-enzymatic processes that support the growth of the bio-economy. Our global customer base ranges from small start-ups to the largest international companies in the pharmaceutical, food and flavour & fragrance industries.

To support our business development activities, we are looking for an experienced professional who will be responsible for driving growth in the global pharmaceutical and fine chemical industries, with a focus on pharma, food, agrochemicals, flavour & fragrances and related markets.

This is a position where you will work remotely. This is a permanent (full time) position and requires at least 25% travelling so being located near an international travel hub is preferred.

Key Responsibilities

- Develop and expand relationships with existing key customers
- Develop new relationships and prospects to understand customers' R&D and commercialization needs
- Represent Enzymicals externally at events such as trade shows, conferences, and exhibitions
- Support customers from initial contact to deal closure
- Monitor industry trends

Job Requirements

- Experienced, high-calibre international business development professional
- Master's degree in organic chemistry, chemical engineering, biotechnology, biochemistry, or a related field
- Several years of experience with a proven track record of success
- Business development expertise in the life sciences sector required
- Established network in relevant industry sectors
- Sales negotiation skills
- Background and understanding of industrial biocatalysis is highly desirable
- Experience of selling to leading organizations in their market preferred

We look forward to receiving your application. Please send your application documents including your expected salary to Dr. David Liese:

david.liese@enzymicals.com