



## **PHARMACEUTICAL CMO FOR HIGH POTENCY CYTOTOXIC DRUGS IS NOW HIRING TWO (2) BUSINESS DEVELOPMENT MANAGERS FOR US MARKET.**

### **WHO WE ARE**

BSP Pharmaceuticals is the answer to the growing needs of the pharmaceutical industry players focused on anticancer and cytotoxic drugs, small and large molecules.

BSP Pharmaceuticals is a pharmaceutical company incorporated under Italian law, specialized in the production of last generation anticancer and cytotoxic drugs (with high technology content). The manufacturing site located in central Italy, in the city of Latina, 70 km south of Rome. BSP Pharmaceuticals provide Services on Finished dosages spanning from early development to commercial manufacturing. BSP utilizes the most advanced and safest technologies in the cytotoxic drugs industry and delivers the highest quality products. BSP USA Inc. is the US commercial branch of BSP Pharmaceuticals. Located in Princeton, NJ, its main purposes are business procurement and development, and customer assistance for US-based clients.

### **THE POSITION**

Business Development Manager (BDM) is a strategic role within BSP. BDM is accountable for Business Development activities by researching and developing marketing opportunities and plans. BDM is also accountable for sales of BSP Pharmaceuticals' services, namely development services, which include analytical development, formulation & process development, clinical and commercial manufacturing and supply of antineoplastic drugs, within US territory. BDM ensures consistent, profitable growth in sales revenues through positive planning, identifies objectives, strategies and action plans to improve short- and long-term sales and earnings.

### **DUTIES AND RESPONSABILITIES**

- Identifies opportunities with new clients also by means of Business Intelligence and research.
- Makes any efforts to maximize both present and long-term sales and gross profit.
- Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing customer-service standards; developing field sales action plans.
- Identifies marketing opportunities by defining market, competitor's strengths and weaknesses.
- Sustains rapport with key clients by making periodic visits; exploring specific needs; anticipating new opportunities; identifying new business opportunities for BSP within a portfolio of molecules in development and products in market.
- Communicates efficiently and timely with the Business & Project Management Dept. for evaluation and issuance of proposals by the company.
- Dedicates efforts to fully understand the peculiarities of quotations issued by company in order to address questions by clients, if requested.
- Prepares in advance and conduct regular sales meetings.
- Provides information by collecting, analyzing, and summarizing data and trends and ensures accuracy of the client database for the assigned territory.
- Protects company's value by keeping information confidential.
- Other duties as specifically stated.

### **WHO YOU ARE**

The ideal candidate will have a University Degree in Pharmaceutical Chemistry and Technology or similar field.

The selected candidate should have at least 3 years of relevant experience in pharmaceutical, biotech or related industry. Previous involvement with project management, technology transfer, drug development, and manufacturing process are very desirable.

He/she has a high level of initiative and ability to work independently; has a hard working personality and good communication and reporting skills; the position requires excellent understanding of client needs and constructive attitude towards the care of client relationships.

The candidate has an excellent command of the English language, both oral and written, and is available for frequent travel, in accordance with Company needs.

### **CONTACT**

To apply for the Business Development Manager position, please send your CV to [contact@piboston.org](mailto:contact@piboston.org)