



We, hameln rds s.r.o., located in Modra, Slovakia are owner-managed pharmaceutical company with an European headquarters and a long-term corporate strategy. The main focuses are the development and the production of pharmaceutical products for health-care industry. We are focusing on development of sterile injectable pharmaceutical products that are after successful development transferred to the selected Contract Manufacturing Organisations located worldwide.

To strengthen our team, we are looking for an experienced person (m/f/d) for the following key position:

**API BUSINESS DEVELOPMENT MANAGER / API**  
**Position in the international Pharmaceutical Company**

**In this role you will be accountable for contacts to the selected CMOs (Contract Manufacturing Organisations), technological transfers, customers, requiring development and/or commercial production of own final dosage forms.**

**Your responsibilities:**

- Align the appropriate process development and supply of drug product with the client's product development and commercialization strategies
- Establish relation between newly identified CMOs and Hameln's BD team
- Ensure successful execution across all relevant functions, directly leading project definition, project management and resource planning
- Manage and develop customer relationships and current sales revenue within the portfolio
- Acquire new clients in the field of drug substance development and production

- Support the definition and execution of the business strategy, including the target segments, customers as well as the current and future capabilities to maximize sales turnover
- Manage the entire sales process from request for project, through definition of scope and support of commercial function in
  - pricing and contractual close of proposals
- Manage execution of projects in order to ensure deliverables, costs and resulting margins

### **Your Qualification & Experience:**

- Academic degree in Pharmacy, Chemistry, Chemical Engineering, Natural Sciences or equivalent
- Knowledge of the regulatory & quality environment of pharmaceutical industry, Good Manufacturing Practice and relevant regulatory authorities
- Minimum 3 years of experience in pharmaceutical drug substance development or production
- Experience in project leadership (min. 3 years)
- Excellent English language skills and Slovak/Czech, German language are an advantage
- Ability to work through visions and values, facility to change and to build collaborative relationships
- Strong customer focus, knowledge of business development and risk management
- Excellent communication skills, ability to inspire and influence, capability to execute new products and to define strategic plans

If you want to be part of this important business segment, one of the most growing division of the company and to contribute to the organization with high potential for future development, please feel free to contact us via: [l.lattova@hameln-rds.sk](mailto:l.lattova@hameln-rds.sk)

Or at +421 33 6904 161