

Do you want to change?



Sophisticated medicines do not develop
and produce themselves.

Intelligent Pharmaceuticals

Birkerfeld 11 83627 Warngau

AMW GmbH is a specialized pharmaceutical company based in Warngau, southeast of Munich in Germany. We are market leaders in developing and manufacturing biodegradable slow-release drug delivery systems. In addition, we use our leading-edge galenic formulation expertise to support our partners in the development of new product based on our technology platforms.

We are looking for you as a reliable and committed

Senior Manager/Associate Director Business Development (m/f/d)

Main responsibilities

- Autonomously and successfully initiate, lead and maintain customer and business development projects from initiation to execution
- Build relationships with R&D, medical and commercial experts as well as executives at partner organizations – enabling identification, development of and support for additional value-creation opportunities for AMW's platform of biodegradable slow-release drug delivery systems
- Participate at scientific or business-related venues (conferences, partnering events, etc.) and attract new partners for AMW
- Understand customer's needs and challenges in order to identify new areas of value creation for AMW's technology platform and expertise
- Act as commercial counterpart/ lead throughout all stages of business execution in close collaboration with R&D, QA, RA and other departments
- Participate in annual budget/ BD forecasts and take responsibility for operational execution and success
- Help, create/ build business cases, NPVs and cash flow preparations based on commercial, scientific and market assumptions and negotiate development deals

Your qualifications

- Degree in life sciences, MBA or comparable practical business experience is a plus
- 3+years overall pharma/biotech industry experience with 2+years of Business Development related functions and strong network
- Profound understanding of commercial valuations
- Strong negotiation, consulting and execution skills
- Proven expertise in negotiation of a variety of contracts such as international drug development or license deals
- Demonstrated success in building and maintaining senior-level relationships at customer organizations
- Experience leading and working on multiple projects collaboratively in multi-disciplinary teams and across multiple functional areas
- Strategic thinker and self-starter, willingness to travel (post-Corona)
- Basic knowledge in German required

Your perspectives

- An exciting and versatile role in a rapidly growing, international pharmaceutical company
- A friendly and cooperative working atmosphere in the team
- We take great care of personal and respectful interaction
- Flat hierarchies and short decision-making paths
- Numerous benefits such as flexible working hours, support with company pension schemes, job bike, free lunch and fresh fruit, as well as individual training opportunities
- We strive to hire, build and keep our employees longterm

Curious?

Then send your application documents by email to bewerbungen@a-m-w.eu.

We look forward to receiving your application!

By submitting your application documents, you agree to our terms and conditions with regard to data protection.

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