



## **Business Development Manager - pharmaceutical contract development and manufacturing**

Are you at the point in your career where you are looking for an environment where you're inspired to explore your passions, where your talents are nurtured and cultivated? Do you strive to innovate with leading-edge scientific technologies? If so, join our team of innovative drug developers working together to bring innovative, life changing discoveries to the global market.

We are currently seeking an energetic Business Development Manager for our global sales team. The focus of the role is to identify and develop new contract development and manufacturing business that fits the technical expertise of the company. In this role you will work with Operations to define project scope, pricing, deliverables and achieve sales projections.

### **Requirements:**

- Minimum requirements include a science degree
- Experience in sales or business development role (2 years minimum)
- Knowledge of contract manufacturing (CMO or CDMO) industry preferred
- Strong ability to positively influence others through establishing credibility and building strong business relationships.
- Excellent presentation, interpersonal and communication skills
- Proficient using MS Word, Excel, Project and PowerPoint as well as Salesforce.com or similar CRM tool.
- Communicates well orally to both internal and external customers and has ability to write highly technical proposals
- Ability to travel to international conference and industry meetings

**Location** - Toronto

**To apply** - please send resume to [ryanball@obio.ca](mailto:ryanball@obio.ca)