



Senior Business Development Manager (m/f/d) (fulltime, 40h per week)

c-LEcta is a leading industrial biotechnology company that applies best-in-class technologies to efficiently provide customized enzymes and microbial strains for industrial applications. The company covers the value chain from product development to commercial production of high-value biotech products, with a key focus on regulated markets.

We are looking for a

Senior Business Development Manager (m/f/d)

to strengthen our international business development activities. c-LEcta is already globally present in the enzyme and (food) ingredient market today and is further broadening its product portfolio. The successful candidate will have a pivotal role in developing and closing business relationships with industry partners for the successful development of new products and their commercialization. The candidate is expected to have solid management experience, a relevant industry network and a profound technical and market knowledge in the field of Biotechnology and Food Industry. You will be actively supported by a young and dynamic team in a friendly working atmosphere as well as the dynamic company growth comes along with excellent career opportunities.

Tasks and responsibilities:

- Identify and develop strategic opportunities, business concepts and plans and coordinate implementation thereof
- Conducting negotiations and concluding contracts with industry and distribution partners for the commercialization of new c-LEcta products
- Customer relationship management and development of business networks with industry
- Monitoring and evaluation of markets with a focus on consumer industry
- Coordination of product developments until their commercialization
- The position reports to the Head of Business Development

Required Skills:

- Academic Degree in Biochemistry/Biotechnology or comparable education and experience
- > 2 years of relevant working experience; solid technical background and market knowledge with proven track record in business development ideally in the food market
- Provide business network and maintain full market overview
- Excellent communication and negotiation skills as well as strong relationship management competencies combined with a strong interpersonal/intercultural sense
- A pro-active, ambitious, experienced professional who can operate both independently and as part of a team; positive, optimistic, flexible and creative problem-solving attitude
- Project management experience
- Willingness to travel (both domestic and international)

We offer a modern and team-oriented working environment to develop your creative potential and responsibilities within an internationally operating biotechnology company.

Applications

Are you ready for your next challenge?
Please apply online until 31st of August 2019 with your complete application documents as well as your earliest starting date and salary expectations at jobs@c-LEcta.com in English or German language.

Heike Kutschke

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