

Job opportunity: Technical Business Manager

Eurofins Amatsigroup is one of the leading CDMOs in Europe providing high-quality, customized drug development solutions for specialty and biopharma clients. Our focus is to support clients on the earliest phases of their development pathway (from API to the clinical packaging).

Its Belgian subsidiary, Eurofins Amatsigroup NV, is based in Ghent, offering a **complete drug development package for new drug entities (biological and chemical) up to early clinical phases** to third parties to help them in speeding up the development and manufacturing of their drugs:

- Drug substance biological process and analytical method development and production, including GMP manufacturing. The principal technological expertise is production and purification of recombinant proteins derived from microbial and eukaryotic systems, for research purposes and toxicological studies as well as for clinical trials, including formulation development and stress stability studies. The company also has extensive expertise in the manufacturing of viruses and living cells for vaccine purposes and in-depth knowledge of working under pharmaceutical and GMP quality requirements.
- Drug product development of new drug candidates focusing on difficult to formulate drugs that are in preclinical, phase I or phase II clinical development. The company offers a full suite of drug development services encompassing preclinical development, preformulation development, formulation development, analytical development, dosage forms development, scaling-up and GMP manufacturing of chemical and biologicals drug candidates.

Eurofins Amatsigroup NV develops and produces non-sterile and sterile biologicals (drug substance and drug product) and chemicals (drug product) in preclinical and early clinical development phases.

With approximately 300 staff worldwide, we operate out of 6 sites either in France and Belgium. To support our ambitious growth plan, we are today looking for a **Technical Business Manager** for our site in Ghent, Belgium.

Position: Technical Business Manager

Function description

Eurofins Amatsigroup wishes to enforce its team with a Technical Business Manager and is looking for a professional with expertise in the biotech sector and/or experience in business development.

We are looking for a person that collaborates with the Director Business Development of Eurofins Amatsigroup in expanding the growth of the company by attracting business opportunities to Eurofins Amatsigroup. This position will allow you to be in contact with clients and use your technical expertise to transform requests in a development plan.

Your main responsibilities are:

- Translate customer requests into development plans and prepare quotes.
- Preparation of and participating in partnering meetings, and organize and do one-on-one meetings.
- Help with the development of tools for facilitating the quotation process.

- Developing and adapting marketing materials for Eurofins Amatsigroup NV such as presentations, website update.
- General interactions with potential customers that call, mail or visit Eurofins Amatsigroup.

Competences and education:

- A Master or PhD Degree with scientific orientation (Pharmaceutical sciences, Chemistry, Biochemistry, Bio-engineering, Industrial Engineering) or related discipline with relevant expertise (production of biologics).
- Excellent organization, flexible and coordination skills.
- Excellent oral communication, reporting and presentation skills.
- Ability to work independently as well as a member of a team in a dynamic environment.
- Fluent in English and Dutch, written and spoken. Knowledge of French or German is an advantage.

We offer you:

- A position with the possibility of personal growth within a dynamic and growing company.
- Personal development through learning on the job and through internal and external trainings.
- A market oriented compensation and benefit plan.

Interested in this challenging job?

Please send your application including CV and motivation letter via e-mail to Alexandrine Abbeles (alexandrineabbeles@eurofins.com) and you will be contacted soon.