

# EVOLUTION OF TECHNOLOGY

The biopharmaceutical market is showing high growth rates and production capacities for the manufacture of high-quality drugs with increasing demand worldwide. In this challenging environment, the ZETA Group has established itself as a reliable and globally active engineering partner. ZETA designs, builds, automates and qualifies equipment for aseptic liquid production processes in the biotech and pharmaceutical industries. Biopharmaceutical agents such as anticancer agents, insulin, vaccines, infusions and the like are produced on these highly complex "tailor-made" plants. As an international, fast-growing company, ZETA relies above all on its dedicated employees.

## Business Development Manager

Location: **King of Prussia**

Contract: **Full-time employee**

Start: **13.02.2025**



### Your tasks

- Develop and implement a comprehensive business development strategy to achieve sales targets and expand market share in the territory of responsibility.
- Identify and engage with key decision-makers at pharmaceutical end users, building and nurturing long-term relationships.
- Conduct market research to identify new business opportunities and stay informed about industry trends, competitive landscape, and emerging technologies.
- Collaborate with internal teams, including engineering, project management, and marketing, to develop and present customized solutions that meet client needs.
- Prepare and deliver compelling sales presentations, proposals, and contract negotiations to secure new business and maintain client satisfaction.
- Manage and track sales activities, opportunities, and performance metrics using CRM systems.
- Attend industry conferences, trade shows, and networking events to represent the company and generate leads.
- Provide regular reports on sales performance, market feedback, and potential business opportunities to senior management.

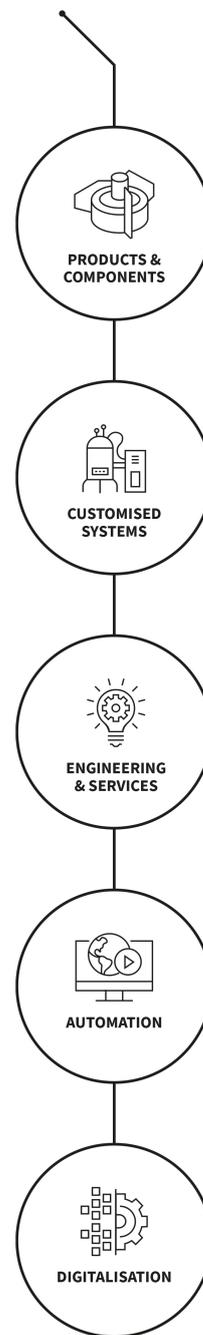


### Your profile

- Bachelor's degree in engineering, business, or a related field preferred. Equivalent experience level considered.
- Proven track record of successful business development, existing network, and sales experience in the pharmaceutical industry, specifically with capital equipment or engineering services.
- Strong understanding of aseptic processing, GMP regulations, and the unique challenges faced by pharmaceutical manufacturers.
- Exceptional communication, negotiation, and presentation skills.
- Ability to develop and maintain relationships with engineers, senior-level executives, and key decision-makers.
- Strong analytical and problem-solving skills, with the ability to understand and address complex technical requirements.
- Highly self-motivated, result-oriented, and able to work independently and as part of a team.
- Willingness to travel as needed to meet with clients and attend industry events.

Under the motto "Let's Engineer Your Career Together" we are looking forward to receiving your application!

Apply now and become part of the ZETA-Team!



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