

EVOLUTION OF TECHNOLOGY

ZETA is a globally active solutions provider that supports pharmaceutical and biotech companies in bringing vital medicines - such as insulin, infusions, and cancer treatments - to market faster and more efficiently. As an innovation leader, we combine technical expertise with digital excellence, covering everything from planning and construction to automation and qualification of customized process systems. In addition, we take on full responsibility for complex projects as an EPCMV partner, drive digital transformation, and develop sustainable strategies for decarbonization.

Technical Business Development Manager for Italy (m/f/d) Engineering Services for Pharmaceutical Manufacturing

Location: **Mailand**

Employment: **Full-time employee**

Entry date: **As of now**



Your tasks

- Provide technical support to Sales during customer discussions and early opportunity development
- Analyze and evaluate RFI/RFP documents, assess technical feasibility, define solution concepts and identify project risks and new project opportunities.
- Support and co-lead the bid management process in collaboration with the Business Line and technical departments
- Develop process engineering concepts, scope definitions and technical documentation for pharmaceutical projects
- Coordinate and align with subcontractors and external partners during bid and early project phases
- Maintain and nurture existing customer relationships to sustain and expand business opportunities, collaborating with the Sales function on the Italian market
- Support commercial and contractual clarification with customers, ensuring technical completeness and consistency
- Contribute to project execution in early phases, including customer coordination, technical reporting

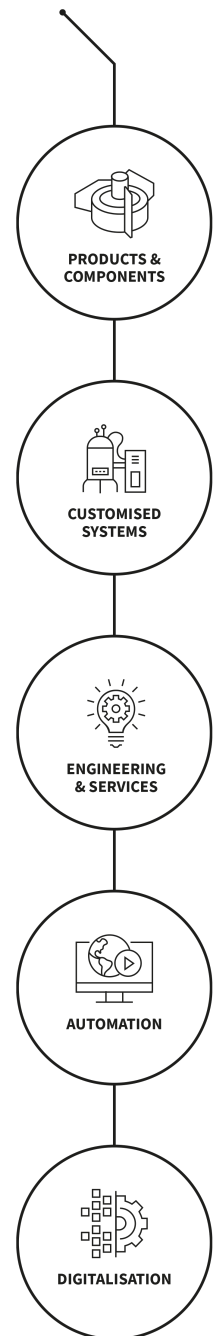


Your profile

- University degree in Process Engineering, Mechanical Engineering, Biotechnology, Chemistry, or a comparable technical discipline
- Several years of experience in pharmaceutical or biopharmaceutical plant engineering (EPC/EPCM environment preferred)
- Proven experience in bid management, technical proposal preparation, or project development
- Strong understanding of pharmaceutical manufacturing processes and GMP requirements
- Experience coordinating cross-functional engineering teams in complex technical environments
- Structured, analytical, and solution-oriented working style with strong quality and cost awareness
- Fluent in Italian and English; German is an advantage

Unter dem Motto "Let's Engineer Your Career Together" freuen wir uns auf Ihre aussagekräftige Bewerbung! Das Mindestbruttogehalt für diese Position beträgt EUR 2.668,69 pro Monat (38,5 Stunden/Woche). Wir bieten Ihnen eine marktkonforme Bezahlung in Abhängigkeit von Qualifikation und Berufserfahrung.

Apply now and become part of the ZETA-Team!



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