

# 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.

## Business Development Manager (m/f/d) - Engineering Services for Pharmaceutical Manufacturing

Location: **Singapore** | Employment: **Full-time employee** | Entry date: **As of now**



### Your tasks

- **Building Connections:**  
You will bridge local business practices with our global corporate vision. Build, nurture, and expand long-term partnerships with new and existing customers in the pharmaceutical industry.
- **Business Development:**  
Identify, acquire, and establish new business opportunities in the Southeast Asian pharmaceutical industry.
- **Networking:**  
Actively participate in forums, trade shows, and conferences to expand your customer base and boost the company's visibility.
- **Collaboration:**  
Work with global departments (e.g., Digitalisation, Engineering, Plant Construction, Automation) to develop tailored solutions and approaches for customers.
- **Customer Relationship Management:**  
Be the long-term trusted face of the company for local clients while nurturing current relationships.
- **Contract Negotiations:**  
Drive successful project contract closures and ensuring customer satisfaction.



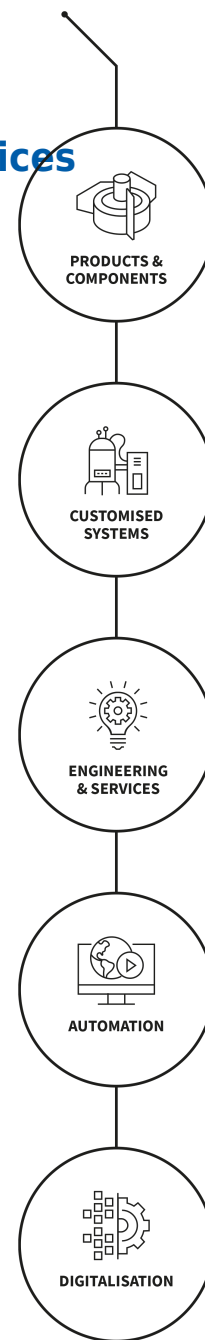
### Your profile

- Bachelor's or Master's degree in Engineering (e.g., Chemical, Mechanical, Electrical, Automation) or closely related field is required; an equivalent level of technical expertise may be considered.
- Demonstrated success in **business development**, through high technical competence in the pharmaceutical industry.
- A strong network in Southeast Asia in the pharmaceutical and biopharmaceutical industry.
- Ability to build trust and meaningful dialogue from shop floor teams to senior executives.
- A high level of self-initiative and entrepreneurial mindset.
- Excellent written and spoken English; additional languages (e.g., Mandarin or Malay) are a plus for regional stakeholder engagement.
- Willingness to travel in the region.
- **Please note that we only accept applications from Singapore citizens or permanent residents**

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

We offer you a salary in line with the market depending on your qualifications and professional experience.

Apply now and become part of the ZETA-Team!



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