

EVOLUTION OF TECHNOLOGY

As a globally operating solution provider for the pharma and biopharma industry ZETA accelerates time to market of vital active ingredients such as anti-cancer medications insulins and infusions. We specialize in design, construction, automation, and qualification of customer-specific process solutions. In addition, ZETA serves as an EPCMV contractor for complex projects, drives digital innovations, and develops comprehensive decarbonization strategies.

As our **Business Development Manager**, you will be the driving force behind ZETA's growth in Southeast Asia—blending strong technical understanding with strategic, consultative sales. This is a high-autonomy, customer-facing role with significant scope to shape our go-to-market approach and build long-term partnership

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

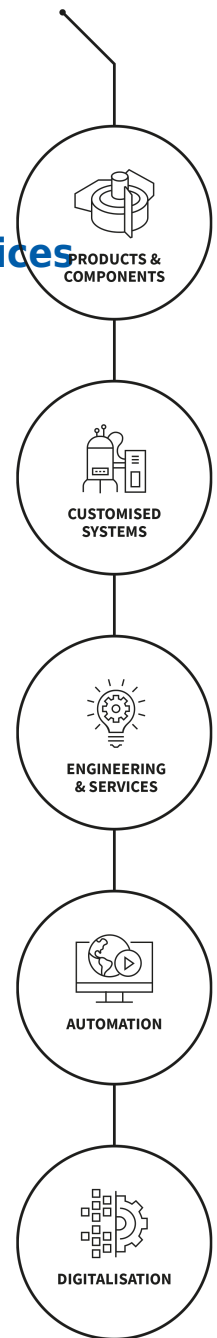


Your profile

- 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!

Apply now and become part of the ZETA Team! We offer you a role in line with the market demands on your qualifications and professional experience.



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