

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. Over the past few years Spain has been one of our focus markets in Europe where we have managed to build a growing network & customer base. In our next step, we want to grow our presence in Spain.

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

Location: **Barcelona / Madrid**

Employment: **Full-time employee**

Entry date: **As of now**



Your tasks

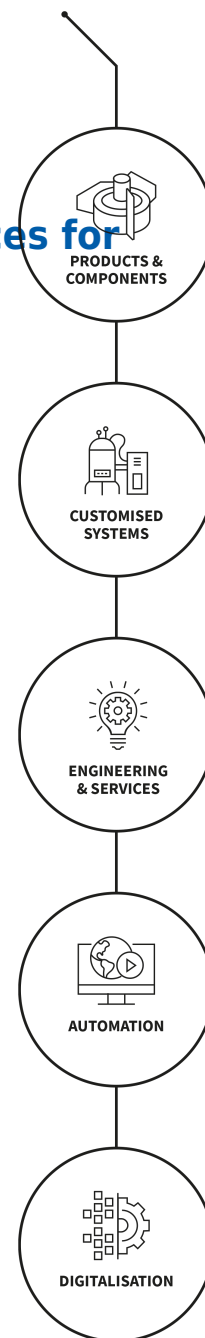
- Identifying & exploring new business opportunities and markets in Spain
- Maintain and nurture existing customer relationships to sustain and expand partnerships
- Participate in forums and trade shows and hold presentations
- Develop and implement sales strategies to achieve revenue and growth targets
- Support sales negotiations & coordinate customers interests with the company until project handover
- Analyse market developments and trends in the Spanish pharmaceutical market



Your profile

- Several years in sales, ideally in engineering and plant construction, focusing on the pharmaceutical industry
- In-depth understanding of pharma segment requirements and processes
- Established customer network in the Spanish market
- Excellent communication and negotiation skills
- Goal-oriented, independent working style and entrepreneurial thinking
- Education in Mechanical engineering, process engineering, biotechnology, biology, chemistry
- Fluency in English and Spanish are required

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



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Apply now and become part of the ZETA-Team!

