EVOLUTION **OF TECHNOLOGY**

ZETA is a global engineering and technology partner serving leading pharmaceutical and biopharma companies. With more than 35 years of experience, we specialize in process engineering, automation, and GMP-compliant systems that support the manufacturing of life-saving therapies. Our North American team delivers these systems for clients in regulated life sciences environments.

Product Manager, Mixing Technology

Location: **Raleigh** | Contract: **Full-time employee** | Start: **30.11.2026**

Your tasks

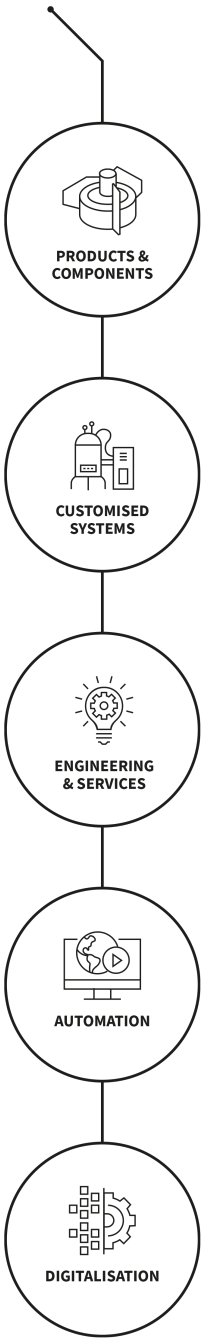
- Own ZETA's mixing technology business in the United States, from first inquiry through installed equipment.
- Serve as the US subject matter expert for magnetic agitators and ZETA's wider standard component portfolio.
- Build and grow the agitator and mixing business, including new customers and new applications.
- Run the full sales cycle: qualification, application development, proposal, negotiation, and close.
- Convert inbound inquiries into qualified, well-scoped opportunities.
- Advise customers on selection, sizing, and application of magnetic agitators and mixing systems.
- Prepare technically sound quotations and proposals with the product line and internal engineering.
- Present and defend technical recommendations in front of engineering audiences.
- Hold primary responsibility for agitator deliveries, including financial performance, schedule, and on-time delivery.
- Orchestrate the resources behind each delivery, including engineering and fabrication teams in Europe and India, field support traveling to site, and equipment returning to headquarters when required.
- Remain the primary customer contact through delivery, running meetings, technical clarifications, and design presentations.
- Deliver US market requirements, competitive conditions, and application patterns back to the product line.

Your profile

- Bachelor's degree in mechanical engineering or a related engineering discipline. Equivalent hands-on experience with rotating or sealed process equipment will be considered.
- Proven technical sales and business development experience, with a track record of closing equipment sales.
- Working knowledge of mixing or agitation technology, or closely adjacent process equipment.
- Experience in pharmaceutical, biotech, or other hygienic processing environments such as food and dairy.
- Project management capability across schedule, cost, and multi-site coordination on equipment deliveries.
- Proposal development experience covering technical scope and commercial terms.
- Strong communication, presentation, and negotiation skills.
- Comfortable working with international engineering and manufacturing teams across time zones.
- Based in the Philadelphia or Raleigh-Durham area, with convenient access to a major airport.
- Willing to travel up to 50% across the United States, including overnight travel and industry events.
- Familiar with CRM systems and Microsoft Office.
- Experience with aseptic processing, single-use systems, or magnetic mixing is an advantage.
- An established network in pharmaceutical or biotech manufacturing is an advantage.

Apply now and become part of the ZETA-Team!

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



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