

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 Scandinavia (m/f/d)

Location: **København**

Employment: **Full-time employee**

Entry date: **As of now**



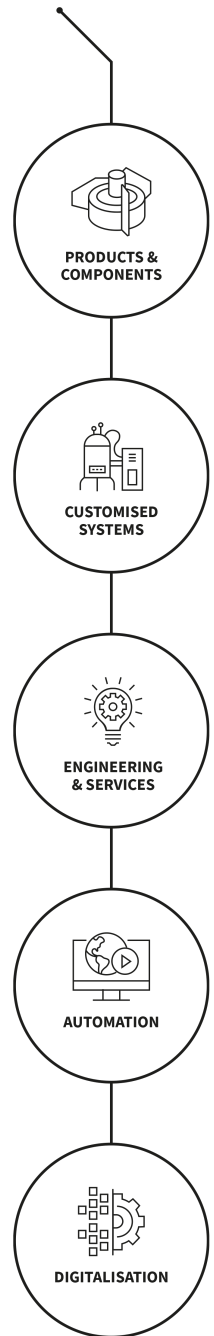
Your tasks

- Identify and develop new business opportunities within the Scandinavian pharma and biotech sector
- Build, maintain and expand long-term customer relationships
- Develop and execute market-specific sales strategies to achieve revenue and growth targets
- Represent ZETA at industry forums, conferences and trade fairs; deliver technical presentations
- Lead early-stage discussions and support contract negotiations
- Coordinate customer requirements internally until successful project handover
- Monitor market trends, competitive landscape and industry developments in Scandinavia
- Act as the key interface between customers and engineering teams



Your profile

- Several years of experience in B2B sales, ideally in engineering, plant construction or process technology for the pharmaceutical industry
- Strong understanding of pharmaceutical manufacturing processes and regulatory requirements
- Well-established connections across the Scandinavian pharma and biotech sector
- Proven negotiation skills and confident communication at all levels
- Entrepreneurial mindset with a results-driven and independent working style
- Technical education in Mechanical Engineering, Process Engineering, Biology, Biotechnology, Chemistry or related fields
- Fluency in Danish and English are mandatory



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Apply now and become part of the ZETA-Team!

