

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.

Business Development Manager BeNeLux (m/f/d)

Location: **Brüssel**

Employment: **Full-time employee**

Entry date: **As of now**



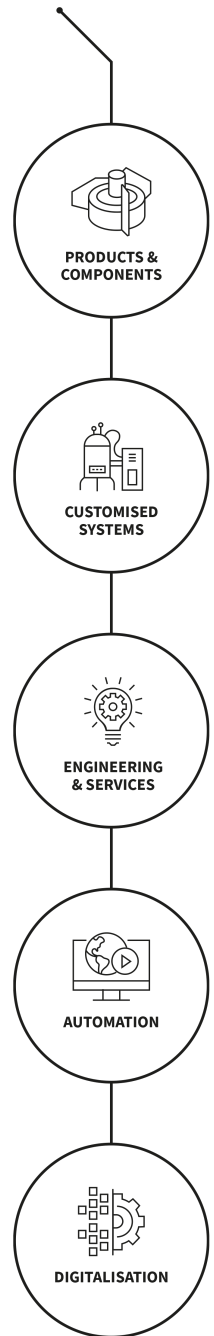
Your tasks

- Identifying & exploring new business opportunities and markets in Belgium & the Netherlands
- 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 Belgian and Dutch pharmaceutical market
- Identifying & exploring new business opportunities and markets in Belgium & the Netherlands



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 Belgium market, ideally also in the Dutch 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, French and Dutch



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Apply now and become part of the ZETA-Team!

