



Business Development Specialist – Graduate Programme **(Commences July '24)**

Reach your career goals with Eirgen Pharma, your future could be here!

Would you like to be part of a company that has the courage, innovation, and capability to improve and enhance patient lives across the globe?

Eirgen was founded in 2005 and since then we have continually grown and now employ over 180 employees at our site in Waterford. Our strengths lie in our capability to rapidly introduce new products and add additional volume to existing products - ensuring supply for new product launches and expanding market opportunities.

What makes us different is that while we continue to grow our business, we have still maintained that small company feel to our culture which enables us to ensure that our employees are always front and center in everything we do. By creating a progressive and dynamic working environment, where hard work and enjoyment aren't mutually exclusive, we have created a high performing, people-centric culture which allows us to work in an environment where the focus is always on ensuring that the patient comes first.

We currently have a **Graduate Business Development Specialist opportunity** to support our current growth, the role will be supported by the 23month graduate training programme, which will be structured in three stages, each with goals and milestones, supporting progressive development.

- Stage 1: Onboarding (0 – 3 months)
 - Understanding all business functions.
- Stage 2: Intermediate Training (3 – 12 months)
 - Understanding all our capabilities and capacities
- Stage 3: Advanced Training (12 – 23 month)
 - Understanding the function on Business Development in Global Pharma.

About the Job

In this role you will learn to support the Business Development (BD) function on market research, execution of business proposals and customer contracts. You will learn to manage internal stakeholders and new clients, building solid relationships while maintaining existing relationships with the current customer base to drive sales and the growth of the business.

You will:

- Have a customer centric approach.
- Provide support to the BD team on all aspects of the Business development process.
- Conduct market research, identifying potential clients and markets.
- Perform early evaluation of potential opportunities using existing tools.
- Collate and maintain client information.
- Support colleagues across departments to implement growth strategies.



- Assist with drafting business plans, sales pitches, presentations, reference material and other documents as required.
- Support the team to manage multiple projects concurrently and meet deadlines.
- Create proposals and presentation material.
- Generate quotes and business proposals for new business opportunities.
- Work closely with the senior management team to ensure that all stakeholders are informed of the progress of new business agreements.
- Ensure that all BD activities are coordinated and executed in a timely manner.
- Document the agreement process and close out relevant proposals / contracts.
- Manage Company website BD updates and website analytics.
- Embrace the positive safety culture at Eirgen where all levels of the business lead by example.

About you

You are educated to a minimum of degree level in a Business discipline. Experience is not a requirement for this opportunity however exposure to working in an ambitious customer centric business would be advantageous.

You demonstrate strong interpersonal skills with the ability to engage and manage customer relationships. You will draw from your many attributes such as your ability to encourage a high level of performance from yourself and others and to manage any conflict or challenges positively. You identify risks and opportunities, and you develop networks and identify resources as and when necessary.

You are collaborative and team oriented, with an energetic and proactive approach. You excel in presentations, planning, multi-tasking, project and time management. You have the ability to influence cross functionally, you enjoy making decisions, gaining knowledge, continuous improvement and problem solving.

Working at Eirgen – What to expect

At Eirgen, we have developed a diverse, people-centric, high performance culture where people are enabled to achieve their potential.

If you are working at Eirgen, then we think you've got something special. Our employees are high-performing and work as part of a cohesive team, they are dedicated people who are driven to succeed and are rewarded with competitive salaries and an attractive range of benefits.

Apply for the above role by sending your CV to opportunities@eirgen.com including the job title in the subject.