



Head of Business Development

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

About Eirgen Pharma

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?

Founded in 2005, Eirgen Pharma employs over 180 people in Waterford. We combine the agility of a small company with the ambition to deliver high-quality medicines globally — all within a collaborative, people-focused culture.

About this Opportunity

As Head of Business Development, you will be responsible for leading the commercial growth strategy of Eirgen Pharma. You will drive new business acquisition, strategic account management, market expansion, and revenue growth across pharmaceutical, biotech, and specialty healthcare clients.

Key Responsibilities:

Strategic Business Development

- Develop and implement the business development strategy to achieve revenue and growth targets.
- Identify new market opportunities across pharmaceutical, biotech, generics, and related sectors.
- Build and manage a strong sales pipeline while monitoring market trends and supporting strategic growth initiatives.

Client Acquisition & Relationship Management

- Lead the acquisition of new CMO/CDMO business and manage the full sales cycle from prospecting to contract handover.
- Build and maintain strong relationships with key stakeholders and strategic accounts to drive long-term growth.

Commercial Leadership

- Prepare commercial proposals, lead contract negotiations, and develop competitive pricing strategies.
- Forecast sales performance and deliver annual sales, revenue, and profitability objectives.

Cross-Functional Collaboration

- Work closely with Operations, R&D, Quality, Regulatory, Supply Chain, and Project Management teams to ensure successful project delivery.
- Support product innovation, capacity planning, and service development.

**Marketing & Industry Representation**

- Represent the company at industry events, conferences, and client meetings.
- Support marketing initiatives to enhance brand visibility and generate new business opportunities.

Leadership & Team Development

- Lead, mentor, and develop the business development team.
- Drive a high-performance, customer-focused culture while supporting talent development and succession planning.

About you

- Bachelor's degree in Life Sciences, Pharmacy, Chemistry, Biotechnology, Business, or a related field.
- 10+ years of business development, sales, or commercial leadership experience within the pharmaceutical, biotech, CMO, or CDMO sector.
- Demonstrated success in securing and managing complex outsourcing contracts.
- Strong understanding of pharmaceutical development, manufacturing, and supply chain processes.
- Experience working with GMP-regulated environments.
- Proven track record of achieving significant revenue growth and strategic account development.
- Experience managing commercial teams preferred.
- Strong technical knowledge in pharmaceutical development, API and drug product manufacturing, technology transfer and scale-up activities

Why Join Eigen Pharma?

- You will have the opportunity to make a real impact to the organisation.
- Collaborative and quality-driven environment.
- Excellent benefits, pension, health insurance, social club, canteen facilities

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