



Business Development and Marketing Manager

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?

A growing and innovative company based in Waterford, EirGen Pharma develops and supplies specialty care medicines to patients in more than 50 countries worldwide. Our guiding principle is to improve and enhance the lives of patients, whether they be reached directly or through our contract manufacturing and development customers across the pharmaceutical industry.

EirGen's Waterford campus consists of two state-of-the-art and globally-accredited manufacturing environments which provide tableting, capsule, soft gel manufacturing and packaging capabilities.

About the Job

Reporting directly to the Head of Business Development, you will drive sustainable financial growth through increasing sales in our OSD (oral solid dose) business, forging strong relationships with clients and promoting the Eirgen brand.

- You will build market position by locating, developing, defining, and closing business relationships including estimating partners' needs, goals and viability.
- You will identify trendsetter ideas by researching industry and related events, publications, and announcements.
- You will locate or propose potential business deals by contacting potential partners / customers and examine risks and potentials for the business opportunities.
- You will perform market analysis to define return on new product pipeline
- You will screen potential business deals by analyzing market strategies, deal requirements, and financials.
- You will evaluate options and resolve internal priorities to achieve the introduction of new customers.
- You will close new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations while protecting organisations value by keeping information confidential.
- You will enhance organization's reputation by accepting ownership for accomplishing new and different requests.
- You will develop strategies and tactics to get the word out about our company and drive qualified traffic to our front door.
- You will deploy successful marketing campaigns and own their implementation from ideation to execution. This will include producing valuable and engaging content for our website and blog that attracts and converts our target groups.



- You will oversee and approve marketing material, from website banners to hard copy brochures and case studies.
- You will measure and report on the performance of marketing campaigns, gain insight and assess against goals.

About you

You will have a BA in Business Administration or a related field and draw from your 5 years+ sales experience in a Leadership role and ideally from your experience in a global sales role in the pharmaceutical industry.

You will demonstrate a motivation for sales and possess key skills such as, prospecting, sales planning, selling to customers' needs, territory management, market knowledge, presentation skills, energy level, delivery of sales targets and professionalism.

You will hold an exemplary track record in the following competencies- leadership, influencing, decision making, teamwork & collaboration, technical expertise in relation to all elements of regulatory compliance and lead with a progressive CI Mindset.

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 including opportunities for career progression and further education.

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

Closing Date is Friday 24th June 2022.