



Business Development & Alliance 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?

Eirgen was founded in 2005, and since then, we have continually grown and now employ approximately 170 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 that allows us to work in an environment where the focus is always on ensuring that the patient comes first.

About the Job:

In this role you will perform market research and implement business strategies for new customers by executing business proposals and customer contracts. You will work with new clients to build solid relationships with them while maintaining existing relationships with current customer base and work with internal stakeholders to drive sales and growth of the business.

Key Responsibilities:

- Drive the Business Development function in achieving company goals with specific focus on responsibilities related to new business
- Conduct market research, identifying potential clients and markets, manage customer relationships
- Collate and maintain client information
- Work closely with staff across departments to implement growth strategies
- Assist with drafting business plans, sales pitches, presentations, reference material and other documents as required
- Manage multiple projects concurrently and meet deadlines
- Generation of business proposals for new business opportunities
- Working closely with the senior management team to ensure that all stakeholders are informed of the progress of new business agreements
- Ensure that all business development activities are coordinated and executed in a timely manner
- Document the agreement process and close out relevant proposals / contracts
- Provide support to the Business Development team on all aspects of the Business development process



- Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.

Health & Safety:

- Continuously promote a positive safety culture by leading by example.
- Implement safety requirements as per site documentation including SOP's, Safety Statement and COP's.
- Report any defects.

About You:

As well as possessing a Bachelor's Degree or equivalent (with a post-graduate qualification advantageous) you have 5+ years' experience (preferably in the pharmaceutical industry), in Finance, Business Development, Customer Management or a Supply Chain setting.

An adaptable leader, with cross functional project management skills, you are effective in the development of networks and identifying resources. You will have previous experience of engaging with stakeholders, critical thinking and decision making and you hold key skills such as the ability to influence others, foster creative teamwork and diversity, problem-solving, negotiating and achieving results.

You have strong self-awareness; as an excellent leader, you possess the desire and drive to lead with honesty and integrity. You take a collaborative approach, emphasizing communication and accountability, and you have a progressive, continuous improvement 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 continuing education.

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

*****Please note we are only accepting direct applications for this role, no 3rd party/agency CV's*****