



Business Development Manager

(Contract Manufacturing (CMO) & Contract Development and Manufacturing (CDMO))

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 centre 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.

About the Job

Reporting directly to the Head of Business Development, you will drive sustainable financial growth through sourcing and forging strong relationships with clients, negotiating and closing CMO Technology Transfer agreements and CDMO / Co-Development agreements while always 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+ Business Development experience and ideally from your experience in a global role in the pharmaceutical industry.

You will demonstrate a motivation for sourcing new partnerships and possess key skills such as, prospecting, planning, meeting customers' needs, market knowledge, presentation skills, energy level, delivery of 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 continuing education.

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