

Siegfried USA, LLC
Pennsville, NJ
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Job Title: Director Business Development Exclusives - North America
Department: Business Development & Sales
Reports to: Sr. Business Development & Sales - Exclusives - North America
FLSA Status: Exempt
Grade Level: 7C
Approved by: Tracy Renschler
Approved on: 4/1/2019

The employer reserves the right to amend or change this job description.

SUMMARY:

The incumbent has responsibility for developing the exclusive, emerging and commercial, drug substances businesses in North America. Coordinates and provides leadership for projects and products acquired in North America. Develops and pursues new business opportunities and manages existing projects with large, mid-size and emerging (innovator) pharmaceutical companies located in North America. The incumbent acquires new projects in late stage clinical development, and pursues Drug Substance manufacturing projects.

ESSENTIAL DUTIES, RESPONSIBILITIES, AND ACCOUNTABILITIES:

- In collaboration with Project Management leads, manages and directs the project teams and monitors timelines and progress vs committed deliverables. Is in regular contact with the customers and informs them about the project status.
- Calls on existing and potential new customers and presents them with Siegfried's worldwide technical capabilities for drug substance to obtain new project opportunities for Siegfried
- Develops and maintains business relationships with key and target accounts
- Responsible for developing mid-range strategy for own accounts and new business development in the region in line with company targets
- Continuously monitors the relevant industry facts and trends and shares internally critical information which may have strategic relevance to Siegfried
- Consistently maintains sales plans, forecasts and provides require input to business planning
- Performs other duties on special request from the BD management team
- Performs tasks in adherence to all applicable SHE and cGMP regulations
- Supports departmental efficiency and continuous business process improvements.
- Adheres to personal and departmental moral, ethical, legal, and behavioral conduct that is in compliance with the Siegfried Code of Conduct.
- This position includes all other responsibilities that may be necessary to fulfill the duties associated with the position or as other duties may be assigned
- 50 to 75% travel may be required

SUPERVISION:

- N/A

EDUCATION AND EXPERIENCE:

- BS degree in chemistry/natural sciences/chemical engineering is required.
- MS/PhD degree in chemistry/natural sciences/chemical engineering is preferred. An MBA is desirable.
- Seven-ten years of relevant experience in the API/generic pharmaceutical industry (R&D, production, project management) is required.

OTHER REQUIREMENTS:

- Must have excellent verbal and written communication skills.
- Must be able to work efficiently with people of all levels and cultures.
- Must be a team player.
- Must be very conscientious and detail oriented.
- Must be able to manage projects and prioritize appropriately.

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Siegfried USA will explore and provide reasonable accommodations to assist any qualified individual with a disability in performing the essential functions of his/her job. Please speak with HR should you require an accommodation or have any questions.

By the Incumbent

By the direct Supervisor

Name of Incumbent

Name of direct Supervisor

Date

Date