



We are looking for a  
Business Development Manager (m/f/x)

Location: Heidenheim/Berlin/Porto or remote (Germany/Portugal)  
Starting: at the next possible date

#### YOUR NEW FIRMAMENT:

THE FORCE builds companies for companies in the healthcare, pharmaceutical, and medical devices sector.

We encourage work in a flexible surrounding and as a diverse group when it comes to gender, nationality, religion, and ways of working. This unique culture is aimed to integrate employees and partners seamlessly into one organization.

Likewise, this organization shall easily adapt to customer organizations. Our unique way of operation will release THE FORCE to solve customer problems in a fast, effective, and efficient manner.

In all of this, people are and will be at the center of our attention, and the most valuable asset we have: People are our strength. They make us THE FORCE.

#### THE VIEW THAT AWAITS YOU:

Long-term growth leads to business success — and we welcome prospective team members who help us to push our vision forward. We're looking for an experienced Business Development Manager who can partner with our top management and multiple departments to drive measurable results for our business.

This position may require frequent travel and can be executed remotely.

## YOUR NEW CONSTELLATION:

- You blaze a trail to new customers and business by qualifying leads, identifying and creating new areas of growth opportunities, and developing new relationships to expand and grow our customer base.
- You brightly take on responsibility for deal closure, including negotiation, quoting and internal capacity planning.
- You keep the stars in our existing clients' eyes by maintaining and strengthening positive professional relationships.
- You act as the rock-solid, single point of contact for our customers.
- You interact with business partners and provide a clear view for inquiries about the company's products or services.
- You facilitate and attend customer meetings and trade shows more than once in a blue moon.
- You fire up prospective and existing clients alike by promoting the company's services and products.
- Instead of building castles in the sky, you identify proper potential and source products on behalf of our customers.
- You identify storm clouds which could jeopardize partnerships and propose solutions.
- You conduct high-level industry research to shine light on and develop effective sales solutions.
- You gaze on sales contracts to make sure they meet legal and corporate guidelines.
- You monitor sales progress to ensure that corporate goals being met become more than wishful thinking.
- You don't black out when it comes to providing support during process optimization and process implementation in our fast-evolving company.

## WHAT WE WISH FOR:

- With a bachelor's degree in life sciences (preferably in biology or pharmacy) or business economics, and with 5+ years of business development/sales experience in the pharmaceutical environment, you are never in the dark in the field of business development.
- We don't need a telescope to see your proven record of sales growth in the pharmaceutical industry.
- You've got stellar project management, negotiation, and presentation skills.
- You're a star in problem-solving and applying a customer-centric approach.
- You bring intercultural experience and a glowing affinity for an intercultural working environment.
- You light up every form of both written and verbal communication with your fluency in English, and ideally in German as well as an additional European language.
- You don't have to rely on miracles when working with software such as, but not limited to, Microsoft Word, Excel, Outlook, PowerPoint, and CRM tools.
- Your enthusiasm for the company and its growth potential shimmers through in your everyday work.

- Ideally, your experiences with tender business and relationships to wholesalers and drug stores let you shine, as well.
- Your strong network in the pharmaceutical industry (ideally including medical devices and animal health) isn't going to burn out any time soon.

THIS SOUNDS LIKE A NEW DAWN FOR YOURSELF?

If all of this got a glimmer in your eye, send us your application directly via our application form.

Please note that we require all application documents in English.

[APPLY FOR THIS POSITION NOW](#)