

A photograph of a modern office interior. In the foreground, a woman with blonde hair, wearing a white patterned cardigan over a blue top, is smiling warmly at the camera. She is sitting at a desk with a laptop. In the background, a man in a light blue shirt is seated at another desk, looking down at some papers. Large windows in the background show a view of green trees outside.

GESPRÄCH GEFÄLLIG?
ZUKUNFT INKLUSIVE?

Alexandra Brönnimann
HR Recruiter

BUSINESS DEVELOPMENT MANAGER PHARMACEUTICAL CDMO

Valsynthese, part of **SSE Group**, is active in the fields of custom synthesis and contract manufacturing for the chemical and pharmaceutical industries. Our core capabilities are focused on high energetic and highly hazardous chemistry. The manufacturing facilities - both ISO and cGMP certified - produce a range of Advanced Intermediates for Fine Chemicals and Pharmaceutical products as well as Active Pharmaceutical Ingredients with DMF registration.

Key Responsibilities:

- Design and execute strategies to attract new pharmaceutical clients, focusing on clinical-phase originators, GMP intermediates, and late-patent APIs
- Align business development activities with Valsynthese's strategic goals for 2028 and 2032
- Actively respond to RfQs and cultivate long-term commercial relationships to deepen customer engagement
- Serve as the main commercial contact for pharmaceutical clients, managing all client interactions
- Oversee client onboarding and ensure seamless coordination across technical, QA/QC, and production teams
- Identify and pursue opportunities to upsell R&D, pilot, and manufacturing services to existing clients
- Collaborate with internal teams to evaluate and qualify new leads based on strategic fit and feasibility.
- Maintain a strong pipeline of high-potential projects and prioritize targets based on market and internal insights
- Monitor pharmaceutical CDMO trends and contribute to marketing efforts, trade events, and technical materials
- Work closely with internal teams to deliver timely, competitive proposals and support improvements to commercial processes
- Cross-functional Collaboration: Partner with internal departments (R&D, QA, QC, Operations) to deliver competitive offers and ensure smooth project execution

Your profile:

- Degree in chemistry, life sciences, or a related field (PhD or MSc preferred)
- Minimum 5 years' experience in business development within the pharmaceutical CDMO sector or a pharmaceutical company
- Strong network among European originators, biotechs, or generic pharma companies
- In-depth understanding of the CDMO value chain: RSM, GMP intermediates, APIs
- Strong project management and negotiation skills
- Ability to operate in a "hunter" mode – identifying and winning new opportunities
- Fluent in English; German or French is a plus
- Entrepreneurial spirit with a results-driven, customer-oriented approach
- Comfortable working in a dynamic, growing mid-sized organization
- Willingness to travel regularly to engage with clients and represent Valsynthese

What we offer:

- Opportunity to shape Valsynthese's future in a fast-growing pharma CDMO market
- Dynamic and collaborative working environment with a strong team culture
- Competitive compensation package and growth opportunities

Interested ?

Apply online

or via hr.ch@sse-group.com

