

Cerbios-Pharma SA is a company specialized in the development and manufacturing of Active Pharmaceutical Ingredients.

The biological division has a long-term experience in pharma probiotics and recombinant proteins made with mammalian cells while the chemical division has specialized in the manufacturing of reduced folates and Vitamin D derivatives (HPAI).

We are opening a new position as responsible for

## BUSINESS DEVELOPMENT

in the area of biological contract manufacturing.

The applicant will work in close collaboration with the CEO and the directors of M&S and R&D of the Biological Division.

**Your profile** The candidate should have long-term experience in project acquisitions, sales and relationship management with Pharma companies in highly regulated markets (USA, Europe and Japan).

- At least 5 years experience in contract manufacturing services for the Pharmaceutical industry;
- University degree in Biotechnology, Natural Sciences or equivalent;
- Understanding of Regulatory aspects related to product registrations;
- Excellent communicator with successful sales track record;
- Fluent English or mother tongue of preference;
- Other languages, including Italian, would be treated preferentially;
- Computer literate (PC);
- Able to work in a team environment
- Ideal residence would be Ticino or northern Italy.
- Depending on the candidate, working from a home-office with regular meetings in Barbengo is not excluded.

**Tasks** Generate new business by :

- Exploiting the actual customer base;
- Identify new potential partners;
- International travelling;
- Team work with R&D for quotation submission;
- International negotiations and transactions;
- Customer Relationship Management.

**We offer** Excellent working and social conditions; competitive salary plus performance based incentives as also several benefits.



**Application & certificates to** Human Resources  
**Cerbios-Pharma SA**  
via Pian Scairolo 6,  
6917-Barbengo/Lugano  
Email: [human.resources@cerbios.ch](mailto:human.resources@cerbios.ch)

Applications will be treated confidentially but considered only if applicable to the mentioned profile.