



Business Development Manager Consulting & Strategic Innovation (M/W/D)

analyze & realize GmbH, a&r, is a leading Contract Research Organization and consultancy located in Berlin, Germany, with a specific focus on natural health products. We provide highly specialized services to marketeers of pharmaceuticals, food supplements, and medical devices as well as cosmetics and ingredients.

Our key offerings in the Consumer Healthcare market are: Conduct of clinical studies (nationally and internationally) and strategic innovation consulting covering all aspects of regulatory requirements, science and product development.

Currently we are looking for a new Business Development Manager Consulting & Strategic Innovation - preferred full-time (40h/week).

Main areas of responsibility:

- Oversight and management of all Consulting Business Development activities
- Offer management in close collaboration with the Management Team
- Growth of business with established and new clients
- Relationship management with key customer contacts
- Leading of Consulting marketing activities in close cooperation with the team
- Preparation of and participation in tradeshows and webinars
- Contribution to the strategic development plan of the company

Education and experience:

- University degree in science, medicine, business administration, or related areas
- Excellent understanding of innovation drivers in the consumer healthcare space
- Very good understanding of regulatory requirements for ingredients and products
- Commitment, flexibility, initiative, ability to work under pressure and in a team
- Independent, problem-solving, and proactive team-oriented working style
- Very good command of written and spoken English

We offer:

- The opportunity to actively shape your area of responsibility
- An environment with motivated employees and a personal atmosphere
- An attractive salary according to your personal work experience
- 30 days' holiday at 40 hours per week
- Home office possible

Your application documents (please send by e-mail only):

- Meaningful cover letter explaining your motivation
- Curriculum vitae in table form
- Relevant certificates and references
- Possible starting date
- Salary expectations

We are looking forward to receiving your application!