



Innovative Environmental Services (IES) Ltd is an independent GLP-certified Contract Research Organization (CRO) with its headquarters in Witterswil, close to the city of Basel (Switzerland). We perform Environmental Fate, Metabolism, Ecotoxicological and Analytical Chemistry Testing to support the development, registration and stewardship of agrochemicals, chemical products and pharmaceuticals.

To strengthen our team, we are looking for a:

Business Development Manager (100%)

Responsibilities include:

- Responsible for the development of new business in the pharmaceutical, chemical and agrochemical industry
- Build and develop business relationships with new and existing clients. Identify new target clients.
- Develop and implement sales strategies, increase sales turnover and financial return
- Take over account management responsibilities for certain IES' key clients
- Provide overall management support and contribute to decision-making
- Arrange and travel to client meetings up to 50% of time to ensure the sales
- Circulate and file clear and concise meeting reports from client meetings and conference attendance

Requirements:

- University Science Degree on Master level. An MBA would be an additional asset.
- Experienced professional with several years of relevant experience and with established relationships preferably in the European region
- Proven track record of success in Business Development and sales of environmental services for a CRO
- Networking skills with an ability to build and maintain strong lasting B2B relationships
- Strong communication, negotiation and interpersonal skills
- Flexible and versatile personality
- Authentic and serious manner to represent the company
- Fluent in English, both spoken and written. German or French is an asset

Your Chance:

At this interesting, diversified and challenging position, you can implement your talents and know-how. Within the modern infrastructure and a dedicated team, working in a dynamic and growing environment, it is your chance to apply your skills. In addition, you have the opportunity to identify areas of work which are of particular interest to you and develop them further.

Your contact:

We are looking forward to your complete application (motivation letter, CV, certificates, references) via email to:

Liliane Kreider, Operational Human Resources, email: careers@ies-ltd.ch

For further questions, please call: +41 (0)61 705 11 26

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