

Business Development Manager for Generic APIs/Intermediates

Our company, Sravathi Advance Process Technologies Pvt Ltd is established in 2019. Our R&D facility with state-of-art laboratories is being established in Bommasandra, Bangalore. The organization is owned by highly experienced Industrial Researchers and funded by investors.

The vision of the company is to achieve faster discovery and development with differentiated technologies using recent new tools like Artificial Intelligence/ Machine Learning, Analytics and Flow Chemistry concepts applied to Pharma and specialty chemical businesses.

Overview of Business Development Manager position:

A business development manager is responsible for developing business through customers interactions and market intelligence. Major functions are: Interacting with customers and getting leads for business, Interacting with R&D team for development of products as per market needs and finally able to develop pricing strategy for different products of the company.

KEY ROLES/RESPONSIBILITIES:

- Identify new sales opportunities and establish relationships with existing customers to generate future sales, avenues for cross selling and repeat business. Develop and implement strategic plans for key accounts.
- Contact new accounts and leverage network to map opportunities.
- Prepare and deliver client proposals in collaboration with management. Negotiate agreements of sale to close accounts and secure long-term agreements.
- Interface with all functions and export logistics/shipping team to ensure dispatch as per customer timelines and liaise with regulatory team to meet statutory requirements.
- Partner with R&D and Strategic Marketing teams to identify new products and ensure that they are developed as per agreed timelines and costs.
- Participate in strategy and management planning meetings. Report out on sales performance and funnel. Develop forecast, budget and track performance
- Retain, expand and strengthen client relationships by ensuring high-quality customer service and issue resolution



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- Develop and maintain a current understanding of the external marketplace (e.g. conditions, trends and competitors) as well as internal capabilities and technologies
- Lead and manage records of relevant client information in database.
- Able to understand technology advances from internal team, so that effective presentation or representation can be done at potential customers as well as keep the confidentiality of sensitive technology and business information.
- Some knowledge on advance manufacturing techniques like Flow chemistry (continuous manufacturing in Pharma/Specialty businesses), Artificial Intelligence are desirable.

Qualification:

Bachelor's degree in a scientific subject or equivalent experience in a relevant environment. (chemistry, biology etc.), MBA Preferred

Experience

Solid and demonstrable experience of 5-10 years in the Generics space handling the US & Europe markets. Should have good network in Pharma field globally.

Skills And Competencies

Solid demonstration of negotiation and sales skills including strategic thinking and key account management.

Strong communication skills

Willingness and ability to learn and grasp new ideas both independently and collaboratively

High levels of initiative, self-motivation and energy with an ability to work well within a commercial team

An ability to deal and manage complex information

Highly organized with an ability to work effectively to meet deadlines. A high attention to detail with an ability to follow through on commitments

Employment: Full-time **Location:** Bangalore

Interested candidates can share their resume to rajasha.m@sravathi.co.in or/and Kishan.gurram@sravathi.co.in