

Lyophilization Technology, Inc. (LTI) is a unique Contract Development and Manufacturing Organization (CDMO) enjoying a leadership position in lyophilization within the health care product and related industries. The company provides scientific services and technical support for producing freeze dried pharmaceuticals, biopharmaceuticals, biologics, and diagnostics, along with conducting applied research in the science and technology. LTI is located in Ivyland (Bucks County), Pennsylvania.

We have a position opening for **Associate Director, Sales and Marketing**. As a member of the team, the Associate Director is responsible for conducting sales and overseeing marketing activities. Using basic sales skills and industry knowledge, develop client relationships and customer requirements for lyophilized drug substances and products, and process development, along with manufacture of aseptically produced lyophilized drug products. This requires working with and providing sales assistance to scientists/project directors and clients. The position requires employing best practices and provide management solutions to ensure successful relations. The duties and responsibilities stated below include but are not limited to the following:

Essential Duties and Responsibilities

- Function as the first point of contact for prospective clients.
- Cultivate and manage customer relationships.
- Lead sales processes for new projects and partnerships.
- Develop prospects and qualify potential new clients.
- Host and oversee on-site client visits.
- Review and update business and commercial aspects of sales proposals.
- Review and approve edits to proposals received from clients, with input from LTI scientific and technical staff, as needed.
- Develop and implement strategies to expand existing business and create new business opportunities to achieve the company's revenue objectives.
- Provide direction for the overall business strategy in LTI's efforts to grow the company's contract development and manufacturing services business.
- Manage key Pharmaceutical and Biotech accounts with a focus on growing existing accounts, creating new customers and exceeding sales quotas/goals while increasing customer satisfaction.
- Identify, qualify and secure new business opportunities through extensive prospecting.
- Establish relationships with client contacts that span scientists to senior level managers/executives in order to secure project agreements.
- Coordinating execution of confidentiality agreements and master service agreements.
- Explore, select and oversee the logistics for exhibiting activities.
- Orchestrate Marketing Team plans and activities.
- Develop and coordinate implementation of new and improved sales and marketing activities.
- Create measures to monitor effectiveness of sales and marketing activities.
- Provide support and guidance to scientific/technical staff for exhibiting.
- Other activities as assigned by the Vice President, Sales,
- The position reports directly to the President.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty. The requirements listed below are representative of the knowledge, skill, and ability required.

- Bachelor's degree in Science (BS/BA) from a four-year college or university preferred.
- Five to ten years sales experience in the Biopharma or related experience and training; or equivalent combination of education and experience.
- Thorough understanding of pharmaceutical product development and sterile product manufacturing, including awareness of US compliance and regulatory requirements required; working knowledge of EU requirements desired.
- Knowledge of implementing cGMPs, FDA & DEA, US and EU Regulations.
- Demonstrated ability to work independently, handle multiple tasks simultaneously, negotiate and meet critical timelines, thorough attention to detail and strong organizational skills.
- Reside within a reasonable commuting distance to work remotely, as well as be on-site for meetings and hosting client visits when necessary.
- Proven experience in promoting services and engaging clients on projects that span small, focused activities or tasks, to extensive product and process development projects, to preparation of a single or series of batches of clinical supplies.
- Excellent oral and written communication is required to communicate with the team, peers, management and external contacts.
- Strong working knowledge of personal computers and Microsoft Office Products, including standard MS Office Suite applications and Adobe Acrobat.
- Proficient in MS Excel, Word, Outlook and working knowledge of document management software is a plus.

Environmental and physical considerations

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Frequently required to stand, walk and sit while exhibiting at industry conferences.
- Regularly required to speak and listen to industry scientist and management.
- General office activities.
- Occasional exposure to potentially hazardous chemical and biological materials such as anti-cancer drugs and human or naturally derived biologics when visiting LTI and client facilities.

Equal Opportunity Employer

Interested candidates, please submit your résumé along with a cover letter, salary requirements and three (3) professional references