



Business Development Director (m/f/d)

location: Überherrn, Germany, Hybrid possible, Full time **Start:** 01.06.2026

About MyBiotech

MyBiotech is a specialized CDMO partner for **nanomedicine development, scale-up, and GMP manufacturing**. We support our clients from early formulation development through preclinical and clinical manufacturing to aseptic fill & finish, lyophilization, quality control, and regulatory CMC support. With strong scientific expertise and a clear focus on innovative drug product solutions, we help transform complex development projects into scalable and clinically relevant manufacturing processes.

Your role:

As **Business Development Director**, you will play a key role in the strategic and commercial growth of MyBiotech. You will identify new business opportunities, build strong client relationships, and drive sustainable growth for our service portfolio in nanomedicine, scale-up, and GMP production.

Key responsibilities:

- Develop and implement MyBiotech's business development strategy
- Identify, approach, and acquire new clients and projects in the fields of CDMO services, nanomedicine, and pharmaceutical development
- Build and maintain long-term relationships with biotech, pharma, and research partners
- Manage the full sales cycle from initial contact through proposal development to contract closure
- Prepare proposals, presentations, and tailored client solutions in close collaboration with internal technical teams
- Analyze market trends, competitors, and new business opportunities to support portfolio development
- Represent MyBiotech at trade fairs, conferences, partnering events, and customer meetings
- Work closely with management, scientific teams, GMP operations, and marketing
- Support strategic partnerships, collaborations, and long-term growth initiatives

Your Profile:

- Degree in life sciences, pharmacy, chemistry, biotechnology, business engineering, or a comparable qualification

- Several years of experience in **business development, sales, or key account management** within the pharmaceutical, biotech, or CDMO sector
- Ideally experience in **drug product development, GMP manufacturing, nanomedicine, sterile manufacturing, or CMC services**
- Strong commercial understanding and the ability to translate scientific and technical content into clear customer value
- Excellent communication and negotiation skills with a confident and professional international presence
- Structured, independent, and results-oriented working style
- High level of customer focus, entrepreneurial mindset, and enthusiasm for building new business relationships
- Fluent in English; German is an advantage
- Willingness to travel for client meetings and industry events

What we offer:

- A key position with a high level of responsibility and room for impact
- The opportunity to actively shape the growth of an innovative company in the field of nanomedicine
- Direct collaboration with a highly qualified interdisciplinary team
- Exciting client projects at the interface of science, development, and GMP manufacturing
- Short decision-making paths, high ownership, and a dynamic working environment
- A modern, growth-oriented company with a strong specialization and international perspective

Interested?

We look forward to receiving your application, including your earliest possible start date and salary expectations.

per E-Mail: personal@mybiotech.de

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