

Business Development Manager - Excipients and Generic APIs

Aceto is a leading virtual manufacturer engaged in the development, marketing, sale and distribution of over 1,100 chemical compounds globally. Aceto has long been recognized as a leading partner to customers in the life sciences and specialty materials sectors. With over 25 years of experience operating globally, Aceto brings unique capabilities in sourcing niche, low-volume, difficult-to-find products and insuring a high level of quality and reliability for its customers. Aceto's local market knowledge, regulatory expertise and logistical capabilities contribute to a compelling value proposition that generates long-term and collaborative customer relationships.

Aceto supplies the raw materials used in the production of nutritional and packaged delivery supplements, including vitamins, amino acids, iron compounds and biochemicals used in pharmaceutical and nutritional preparations.

The position serves as the primary point of contact for generating Generic Excipient and API sales from new and existing customers. Generic Excipient and API customers include innovators and manufacturers of pharmaceuticals.

Responsibilities will include:

- Developing new sales opportunities in products, customers, suppliers, and markets to drive sales and profit meeting company targets (exceeding the market)
- Developing close working relationships with customers in order for Aceto to be their supplier of choice
- Persuasively present Aceto offer/solutions to customers
- Influencing customers and diffuses potential problems. Anticipating the customer's needs and identifies appropriate alternatives
- Being comfortable moving between scientific discussions and financial conversations
- Preparing annual forecast for portfolio of products and other forecasts as needed
- Writing call reports covering details of visits to customers
- Working closely with Customer Service Reps to ensure smooth transactions and customer satisfaction
- Working closely with regulatory and traffic (S&R) to be sure products meet all applicable laws
- Pursuing efficiencies within department, especially when it comes to sharing of information
- Assisting Accounts Receivable in recovering slow payments and resolving disputes
- Promoting organization in industry and trade associations

Other Specific Knowledge and Skills:

- Chemistry, Chemical Engineering or related degree
- Three to five years' related experience, in a commercial / selling business to business environment with signs of track record of growing sales.

WORK ENVIRONMENT:

- Position is remote (work from home)
- Up to 30% travel is expected

Aceto US, LLC is an Equal Opportunity Employer. Aceto US does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided based on qualifications, merit, and business need.

To apply for this position, please send your resume and cover letter to careers@aceto.com. Thank you.