



ESI Technologies Group, part of the Indutrade Group, is the leading supplier of Process Equipment & Engineering Solutions into the Pharmaceutical, Chemical and Biotechnology Industries in Ireland & UK. The continued expansion of our Life Science (Single use) business has resulted in the requirement for the following position:

**Business Development Manager - Ultrapure International Bioscience Manufacturing**

Reporting to the Sales Manager Life Science, this position will be based in our Cork headquarters – supporting both our Irish & Global markets.

Our UPI Bioscience Manufacturing division offers high quality single use solutions for the biopharmaceutical industries globally. All products are manufactured, stored, and shipped using the cleanest methods possible. Single Use manifolds are manufactured, inspected, and packaged in our ISO Class 7 certified clean rooms. We adhere to good manufacturing procedures with special consideration for quality and customer service.

**Duties of the Role include:**

- Communicating with customers and suppliers either over the phone, email or face-to-face.
- Identify new business opportunities for UPI Bioscience manufacturing, including possible growth areas, emerging markets, and useful trends.
- Achieve great relationships with existing Key customers and evaluate plans for customer satisfaction and continued sales potential.
- Understanding the needs of your company's target audience and creating a plan to meet them.
- Set aims and objectives for UPI Bioscience Manufacturing. Need to meet deadlines and work towards set departmental targets.
- Ensure management is provided with feedback and development plans.
- Attend conferences and seminars.
- Discussing promotional strategies with the marketing department.
- The position is primarily office based in Cork but may also include external visits to customers and supplier locations as required.
- Must be able work well in a team and independently.
- Adherence to companies ISO 9000 Quality, and Health & Safety procedures.
- Other duties as deemed necessary by company management to support this role.

**Ideally the candidate would possess the following skills/experience:**

- Experience working in the Biopharmaceutical Industry. Previous experience working with single use products would be an advantage.
- Possess excellent communication and presentation skills with the ability to effectively work with a wide range of businesses and people.
- Goal oriented, highly motivated and excellent networking skills are essential.
- Technical & commercial aptitude with a flexibility & willingness to learn in the role.
- Strong and professional interpersonal and reporting skills.
- Initiative and good decision-making ability.
- Excellent administration & IT skills, including experience with MS Excel, MS Word, PowerPoint & ERP systems.
- High attention to detail and presentation, with technical speed and accuracy.
- The capacity to analyze sales figures and write reports.
- English language proficiency is essential.

This is a great opportunity to join a division with a developing portfolio, within an already well-established company, as part of the Indutrade group.

Remuneration package is commensurate with experience.

**Applications in writing to:**

The HR/Training & Development Manager, ESI Technologies Ltd., North ESK Business Park,

Dunkettle, Cork, or via email to: [hr@esitechgroup.com](mailto:hr@esitechgroup.com). Replies only provided to those who are shortlisted.