

## Business Development Manager – MedTech and Medical Devices



### Sanner Group

As a global CDMO, Sanner Group offers end-to-end solutions, from initial design and development to high-volume manufacturing. We specialise in producing a wide range of products, from simple single-use consumables to complex electromechanical devices, serving the MedTech, Drug Delivery, and Diagnostic sectors. Our partnerships with healthcare companies enable us to develop and manufacture innovative solutions for regulated markets, ultimately enhancing health outcomes and improving lives.

### Overview

**Title:** Business Development Manager, CDMO

**Reporting to:** Vice President, CDMO

**Location:** UK based

### The opportunity

As a Business Development Manager at Sanner, you will play a pivotal role in driving new business within the CDMO division, focusing on achieving revenue targets and expanding the client base. You will be responsible for strategically acquiring new customers and establishing lasting relationships through a targeted approach to business development.

With an established network of contacts within the MedTech industry, you will identify potential opportunities for both device development and manufacturing collaborations at Sanner Group. Your expertise in finding new clients, fostering relationships, and driving project sales will be key to your success in this role.

You will have the opportunity to work with leading device companies globally, from large multinational corporations to dynamic start-ups. Engaging with senior business leaders, you will work to understand their unique needs and cultivate strong relationships by developing and delivering complex, high-value projects.

At Sanner, you will be part of a company dedicated to improving lives through innovation while also being a supportive employer. You'll have the chance to grow professionally through mentoring, personal training budgets, and career development opportunities. The company's ethical values will guide your work, ensuring fulfilment and purpose in everything you do. Plus, a competitive bonus package will reward you for achieving company performance targets.

### The Business Development role

- Build and grow the CDMO customer base through connecting with relevant engineering, management, device development and procurement teams at potential customers to identify where new business opportunities exist.
- Use your existing network to generate leads and create sales opportunities quickly in design, development and manufacture.
- Establish new industry contacts, identify opportunities, and develop them into new clients and projects.
- Create and arrange sales trips to visit potential clients and attend industry events such as conferences.
- Understand difficult business and technical problems, and work with colleagues to create compelling proposals.
- Maintain sales pipeline, forecasts, and accurate sales reporting.
- Work with Sanner engineering and manufacturing teams to lead quotations and proposals for projects and products.
- Maintain an awareness of markets, competitor activities, and customer news to identify new opportunities and solution requirements.

- Collaboration in projects - play an active role as project leader/team member with respect to commercial agreements, relationships, project costs and scope changes.
- Facilitate a positive customer experience by managing concerns, resolving issues that may arise by identifying problems and finding resources to offer solutions that are consistent.
- Once a stream of sales is established, perform client management to maximise onward selling.

#### **Requirements**

- At least 5 years of business development/ sales experience, ideally in a technical consultancy or medical device manufacturing company.
- An established network of relevant industry contacts who could become Sanner clients.
- Creativity and drive to identify potential new clients, and the self-motivation to make contacts and develop new relationships.
- Flexibility to balance client contact time, attendance at marketing events, and time in person with colleagues in our Cambridge UK office.
- Enough proficiency with technical concepts and language to be convincing to existing and potential clients.
- Able to communicate effectively with multiple internal and external stakeholders, including R&D, Product Development, Engineering, NPI etc.
- High self-motivation and entrepreneurial mindset.
- Self-starter who can identify problems, outline solutions, and drive execution.
- Ability to adhere to a sales process, record progress (keep CRM up to date), and communicate well.
- Eligibility to work in the UK. We are unable to sponsor work permits.

#### **Desirable qualities**

- An enthusiasm to develop skills rapidly, help colleagues even if it is not sales, and overcome challenges.

#### **How to apply**

If you want to use your relationship and selling skills to make the world a better place, please send a CV and covering letter explaining how you can strengthen our team via [www.springboard.pro/careers](http://www.springboard.pro/careers).

**Agencies** Sanner Group does not accept candidates from recruitment agencies. Please do not contact us about recruitment.