

CLOSED - Business Development Manager - Life Sciences

THE POSITION IS FILLED AND WE DO NOT ACCEPT APPLICATIONS NO LONGER

Are you ready to take on an exciting opportunity with a company that has a strong global presence?

Join Ecolab's Life Sciences team as a Business Development Manager specializing in the Pharmaceutical manufacturing industry.

Ecolab Life Sciences focuses on developing and commercializing cleaning and disinfection solutions for global manufacturers in the Pharmaceutical, Personal Care, Health, and Beauty industries. We provide differentiated solutions alongside technical and validation services, helping clients enhance cleaning and sanitation processes to create cleaner, safer, and healthier environments.

At Ecolab, you'll be part of a dynamic and innovative team where collaboration, creativity, and a healthy work-life balance are valued. We offer flexible hours and remote work options to support both your career growth and personal well-being.

What You Will Do:

- Drive new customer acquisition and expand market reach.
- Manage high-volume deals and maintain a robust target account pipeline.
- Develop and execute strategic sales plans, focusing on key growth opportunities.
- Convert inbound leads into new accounts using strong sales acumen.
- Leverage industry expertise to establish credibility and build long-term client relationships.
- Provide timely and accurate sales forecasts to support strategic decision-making.
- Collaborate with internal teams to secure new business opportunities.
- Identify competitive sales targets and facilitate cross-divisional sales opportunities.

What We're Looking For:

We seek a **strong consultative and technical sales professional**, ideally with experience in **industrial environments** or related fields. You should be skilled at **navigating large, complex organizations** and **identifying key stakeholders** to build and sustain long-term business relationships across multiple segments.

Preferred Qualifications:

- Proven B2B sales experience with a strong commercial acumen.
- Industry-related experience in pharmaceuticals, personal care, or industrial cleaning solutions.
- Strong negotiation, relationship management, communication, and presentation skills.
- Fluency in English (essential).

Why Join Us?

This role offers exciting challenges, career growth, and a supportive work environment. If you're driven, professional, and eager to take on responsibility in a dynamic industry, Ecolab is the place for you!

About Ecolab Life Sciences:

We partner with customers to deliver comprehensive solutions and technical expertise that ensure product quality and safety in the pharmaceutical and cosmetic industries. Our solutions support pharmaceutical manufacturers, cosmetics producers, pharmacies, and analytical laboratories, helping them optimize cleaning, sanitizing, and disinfection processes. Join us to drive operational efficiency in a fast-growing, evolving market.

How to Apply:

For any questions regarding this position, please contact:

Brian Ranvits: (+45 2048 0548)

Christoffer Bjørk Pedersen: (+45 2080 1638)

(European Search Company, handling recruitment for this role)

Apply now using the button below!

About Ecolab:

Ecolab is a global sustainability leader providing water, hygiene, and infection prevention solutions to protect people and vital resources. Across 40+ industries, our science-based solutions, data-driven insights, and world-class service help customers advance food safety, maintain clean and safe environments, and optimize water and energy usage.