**Job Title: Pharmaceutical CDMO Business Development Manager**

# McGuff Pharmaceuticals, Inc. (MPI)

We're excited to announce that our new 86,000-square-foot facility has received FDA approval for sterile fill and finish drug products. With this additional capacity, we are now positioned to expand our CMO and CDMO services. To help us seize this opportunity, we are seeking an experienced Pharmaceutical CMO/CDMO Business Development Manager to drive our growth in this market

**About McGuff**

McGuff values its employees as one of its most important resources. We strive for a vibrant, healthy work culture and attain it through good communication, active involvement and corporate responsibility. We leverage our employees’ expertise and support their professional development for mutual growth.

McGuff was established in 1972 and has remained a family owned, veteran owned, legacy business. The McGuff family of companies consists of three unique entities: McGuff Company, Inc. (MCI) – a medical products wholesaler; McGuff Pharmaceuticals (MPI) – a sterile fill / finish drug manufacturer; McGuff Outsourcing Solutions (MOS) – a 503B outsourcing facility engaged in drug manufacturing. All McGuff companies are registered with the Food and Drug Administration and adhere to strict quality standards.

We are committed to providing our customers with high-quality, reasonably priced products, fast delivery and excellent customer service. All employees at McGuff take pride in and work hard to maintain our valued reputation with customers, worldwide.

**MPI Company Overview:** MPI is an FDA-reviewed pharmaceutical manufacturer specializing in NDA and ANDA products. As a new CMO, CDMO, and DBA 503B outsourcing facility, we are committed to excellence in drug development and manufacturing. MPI operates two manufacturing locations in Santa Ana, California that incorporate approximately 100,000 square feet of manufacturing space. MPI was established in 2002.

**Position Overview:** We are seeking a dynamic and experienced Pharmaceutical CMO/CDMO Business Development Manager to join our leadership team. This position will report directly the President and senior management team.

There are two primary responsibilities of this position; 1) seek new sales in the CMO – CDMO marketplace and 2) create a sales force that promotes additional sales.

**Business Level Strategic Responsibilities:**

1. **Market Analysis**: Conduct market research to identify new business opportunities and trends in the pharmaceutical and biotech industries.
2. **Strategic Planning**: Develop and implement new business development strategies to achieve company growth targets.
3. **Client Acquisition**: Identify and acquire new clients, including biotech and pharmaceutical companies, by building relationships with key decision-makers.
4. **Partnership Development**: Establishing and maintaining strategic partnerships and collaborations with other companies, research institutions, and organizations.
5. **Business Expansion**: Expanding the company's service offerings and entering new markets or regions.
6. **Competitive Analysis**: Analyzing competitors and industry benchmarks to refine business strategies and improve market positioning.
7. **Revenue Growth**: Setting and achieving revenue targets through effective business development activities.

**Functional Level Key Responsibilities:**

1. **Client Engagement**: Engaging with clients to understand their needs and providing tailored solutions to meet those needs.
2. **Proposal Development**: Preparing and presenting business proposals, bids, and presentations to potential clients.
3. **Negotiation**: Negotiating contracts and agreements with clients, ensuring favorable terms for the company.
4. **Project Management**: Overseeing the progress of business development projects and ensuring they are completed on time and within budget.
5. **Sales Support**: Supporting the sales team by providing market insights, competitive intelligence, and client information.
6. **Regulatory Compliance**: Ensuring that all business development activities comply with relevant regulations and industry standards.
7. Te**am Collaboration**: Collaborating with other departments, such as R&D, manufacturing, and quality assurance, to align business development efforts with company goals.
8. **Performance Monitoring**: Monitoring and reporting on the performance of business development activities and making necessary adjustments to strategies.
9. **Assist direct reports through leadership**, advice, scientific acumen, and common sense solutions to various tasks.

**What Are Looking For:**

1. **Industry Knowledge:** A deep understanding of the pharmaceutical and biopharmaceutical industries, including regulatory requirements, market trends, and emerging technologies.
2. **Strategic Thinking:** Ability to develop and implement business strategies that align with the company's goals and objectives.
3. **Relationship Building:** Strong interpersonal skills to build and maintain relationships with clients, partners, and stakeholders.
4. **Negotiation Skills:** Proficiency in negotiating contracts, partnerships, and deals to ensure favorable terms for the company.
5. **Project Management:** Experience in managing multiple projects simultaneously, ensuring they are completed on time and within budget.
6. **Problem-Solving:** Ability to identify and address challenges quickly and effectively.
7. **Communication Skills:** Excellent verbal and written communication skills to convey complex information clearly and persuasively.
8. **Adaptability:** Flexibility to adapt to changing market conditions and client needs.
9. **Technical Expertise:** Knowledge of drug development processes, manufacturing technologies, and quality control standards.
10. **Leadership:** Ability to lead and inspire a team, fostering a collaborative and innovative work environment.
11. **Integrity and Ethics:** Commitment to ethical practices and maintaining high standards of integrity.
12. **Customer Focus:** Prioritizing customer satisfaction and ensuring that operations align with customer needs and expectations.

**Leadership Ability**: The ideal candidate will demonstrate a proactive approach to leading individuals and teams, effectively meeting both strategic and tactical goals by harnessing the collective expertise, scientific insights, and practical judgment of the team.

**Qualifications:**

1. **Educational Background:** A bachelor’s degree in life sciences, pharmaceutical sciences, or a related field is typically required. An MBA or PhD is preferred for higher-level positions.
2. **Industry Experience:** At least 10 years of experience in the life sciences industry, with a minimum of 5 years specifically in CDMO sales and territory management.
3. **Sales and Business Development Skills:** Proven ability to develop and execute effective sales strategies and tactics, including client acquisition and retention.
4. **Regulatory Knowledge:** A comprehensive understanding of pharmaceutical processes, regulatory requirements, and quality standards.
5. **Project Management:** Experience in managing multiple projects simultaneously, ensuring they are completed on time and within budget.
6. **Technical Expertise:** Knowledge of drug development processes, manufacturing technologies, and quality control standards.
7. **Network and Relationships:** Established network within the CDMO industry and strong relationship-building skills to foster partnerships and collaborations.
8. **Communication Skills:** Excellent verbal and written communication skills to convey complex information clearly and persuasively.
9. **Leadership:** Ability to lead and inspire a team, fostering a collaborative and innovative work environment2.

**Application Process:**

Interested candidates should submit their resume and cover letter detailing their qualifications and experience to: [employment.MCI@mcguff.com](mailto:employment.MCI@mcguff.com)

**Additional Information:** For more information about our company, please visit our website [McGuff Family of Companies](https://www.bing.com/ck/a?!&&p=d806abd7a4b8852e928c2028f44a627d84566e6ab83b5cdbcd31ca0fcedf3c8cJmltdHM9MTczMDU5MjAwMA&ptn=3&ver=2&hsh=4&fclid=24a28235-37dc-6285-280f-971236b6635d&psq=mcguff+family+of+companies&u=a1aHR0cHM6Ly93d3cubWNndWZmLmNvbS9tY2d1ZmYtZmFtaWx5LW9mLWNvbXBhbmllcw&ntb=1)