

**Position Title:**  
**Director, Business Development, North America**

**Position Overview:**

The primary mission of the Director, Business Development is to drive long-term profitable sales growth in the region through the development of a robust pipeline of projects and identification of potential opportunities. This position represents all Aptar CSP Application Fields, and is the local source of market intelligence and technical sales support for Aptar CSP products, its competitors and customers' products.

Desired experience in relevant Application Fields: Diabetes (Diagnostics), Dermal (active & passive), Respiratory (DPI/pMDI & nasal), medical device (including implants), Probiotic, and Oral Solid Dose.

**Primary Duties and Responsibilities:**

- Review portfolio of product and services, identify growth opportunities, and leverage Aptar global reach to capture and maximize value
- Grow project pipeline by prospecting, identifying and evaluating new opportunities
- Leverage existing IP to expand on existing portfolio or enter new market or product category
- Inspire, motivate and guide global sales team members to action
- Develop market-specific Go-To-Market strategies for key Application Fields (AFs) and services offerings
- Identify key strategic partnerships to expand in new markets and AFs
- Work with the regional sales organization to develop account strategies with specific objectives and action items
- Develop strong relationships at key customers across various departments (packaging development, medical device, R&D, marketing...)
- Participate in the negotiation of development and license agreements with customers and partners
- Propose new business models to maximize the value of our device technologies and services
- Gather local market and competitive intelligence through customer interaction, key opinion leaders, regulatory bodies and other sources
- Gain strong understanding of overall market dynamics in new Application Fields (AFs)
- Gather and drive local input for new product development and create business plans where appropriate
- Support development of marketing materials and communication activities (press releases, presentations, events, tradeshow)
- Drive the development of strategy for each AF
- Surveillance of new technologies and competitive landscape and provide quarterly reports

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**Required Qualifications:**

**Education:**

- Required: College or University Degree, MBA Preferred
- Preferred: Concentration in Science and/or Marketing

**Experience:**

- 10-15 years' experience in the pharma, packaging, drug development, or medical device industry
- Diversified experience across multiple fields (e.g. production development, project management, regulatory affairs, finance...)
- Strong technical understanding of drug delivery industry, medical device, or packaging
- Proven track record of effectively developing sales strategies and delivering business growth
- Strong existing network of pharmaceutical executives, purchasing, and packaging engineers preferred

**Skills:**

- Excellent verbal and written communication skills to effectively communicate clear vision and value proposition to potential customers
- Knowledge of drug product, medical device development, packaging, and regulatory requirements
- Experience working in a global environment
- Able to negotiate commitments and timelines from internal and external parties

**Other Requirements:**

- Frequent travel required

**Location:** Atlanta, GA preferred; remote role will be considered

**Reports to:** VP, Commercial Operations