



**H&T PRESSPART**  
Marsberg



Unser starker Standort  
**Südwestfalen**  
ALLES ECHT!



## Challenge the future with us - join our global team

H&T PRESSPART is part of the Heitkamp & Thumann Group. More than 2,000 employees work for the family-owned group of companies at over 20 locations in 9 countries. H&T PRESSPART occupies a leading position in the world market for metal and plastic components for the medical treatment of respiratory diseases. Visit [www.presspart.com](http://www.presspart.com) and [www.ht-group.com](http://www.ht-group.com) to learn more about the people and products behind this success story.

For H&T PRESSPART, we are searching for a: **Business Development Manager (m/f/d)** located at Düsseldorf or Marsberg (GER), Blackburn (UK), Tarragona (ESP) or in the region Nidau (Switzerland).

## Business Development Manager (m/f/d)

### Position Summary:

As a member of the Divisional Business Development Team, reporting to the Director Business Development, you will be responsible for developing and promoting new product developments and supporting our divisional strategy process. You will build close relationships to our customers, support their developments and expand our customer base and product portfolio by identifying new growth potential. Our ideal candidate is analytical with a strategic mindset and has a high degree of independence. A genuine and approachable personality enables our ideal candidate to work actively with senior management in an international environment.

### Your Key Responsibilities:

- Supporting the development and promotion of new product developments within our customer base and beyond
- Employing your analytical and structured working methods to develop reliable business proposals
- Building up customer relationships by displaying your genuineness and professionalism
- Gather deep knowledge about current production processes and relevant future technologies
- Work cross-functionally with our international Marketing & Sales teams to provide valuable market and product insights about current drug delivery devices and future developments

### Your profile:

- University degree in engineering or science with focus on medical devices, drug delivery or similar
- At least 5 years of experience in business development and/or medical device management in an international B2B environment within the Pharmaceutical or life science industry.
- Open minded, approachable
- Dedicated, convincing personality with excellent communication skills and the ability to establish effective working relationships independent of formal structures
- Analytical, but still creative mindset, to think beyond

today and envision tomorrow

- Fluent in written and spoken English, German and/or Spanish desirable

### What we offer:

- Direct entry into a leading international, medium-sized industrial company
- The opportunity to contribute in versatile and challenging tasks with your know-how and to drive our strategy and product portfolio
- Interesting national and international development opportunities
- Constant opportunity for personal development through internal and external trainings
- Unlimited work contract
- Attractive salary and benefits package
- High flexibility in regards to office locations and home office arrangements

### Are you interested?

Please send your application including a possible start date and your salary expectation to:



Marina Müller | Human Resources  
E-Mail: [marina.mueller@presspart.com](mailto:marina.mueller@presspart.com) |  
Phone: 02991 980-319