



*Asahi Kasei Bioprocess is a global solution provider to biologics manufacturing industry. We aim to help biologics manufacturers safely and efficiently produce medicines that patients can trust, by dependably supplying innovative yet exceptionally reliable bioprocess consumables, equipment and scientific support services.*

*While Asahi Kasei Bioprocess has established a market leadership in virus filtration, we aim to be the global leader and experts in contributing to biologics safety and manufacturing efficiency by leveraging our core technology, brand and services in virus removal.*

*More information can be found at:*

<https://planova.ak-bio.com/>

**AsahiKASEI**  
**BIOPROCESS**

For our Europe Division, we are looking for a:

## **Technical Support & Business Development Manager (m/f/d)**

To strengthen our **Product Management & Business Development in Europe.**

The Technical Support & Business Development Manager will be in charge of our **Planova™ virus removal filters** and its related products and services.

In this challenging role, the candidate will develop and nurture relationships with customers and potential new customers, promoting Asahi Kasei Bioprocess' products and services, and ensuring a high-level technical support.

The Technical Support & Business Development Manager will be responsible for customers located in Belgium, Netherlands, Switzerland, Spain and Italy, but customers in other European countries might also be included.

We are looking for someone excited to join a multicultural team and a fast-growing company!

## **Responsibilities:**

- Promote and ensure the technical support of Asahi Kasei Bioprocess' products and services, particularly Planova™ virus filters.
- Regular contact with existing customers via e-mail, phone and face-to-face meetings.
- Visit customers to conduct hands-on demonstrations and to deliver application presentations to current and potential new customers.

- Organize training seminars, both at the customer site and at your own company's technical centre.
- Motivate customers to start filtration evaluation studies and assist them in their conduction.
- Assist your customers during their virus validation studies.
- Promote customer satisfaction by providing product and application information, answering inquiries, supporting them in technical trouble-shooting, investigating complaints and taking appropriate actions utilizing all available resources.
- Research and identify potential customer opportunities.
- Manage communication with internal stakeholders and regular reporting about all your activities with customers.
- Attend internal sales and technical meetings in Europe or on a global scale.
- Support your company's presence at exhibitions and conferences.

### Your qualification:

- Education: Bachelor's degree or Master's degree in chemical engineering, biological engineering, chemistry, biology, biochemistry or related field.
- Experience: 1-3 years' industry experience in filtration.
- Knowledge in virus filtration and/or downstream bioprocessing techniques are a plus.
- Fluent English, Dutch and/or French, verbal and written communication skills.
- High degree of flexibility, motivation and customer focus are requested for this position.
- Ability to identify, establish, and maintain strong relationships with customers or potential customers including operators, scientists and senior management.
- Ability to develop and execute experimental protocols, to organise and perform filtration trials.
- Ability to work in an autonomous way, setting the right priorities for the company's business and the customers.
- Ability to interact with colleagues and customers from multiple disciplines at all levels.
- Excellent written, verbal communication and presentation skills.
- Frequent travel, mainly in Europe, totalling approximately 50%.
- Working knowledge of internet, email, spreadsheet, Microsoft Office (proficiency in Excel).
- Strong identification with our values: Sincerity, Creativity, Challenge.
- Candidate will work from our Headquarter in Brussels with possibility of home office.

### Our offer:

You will become part of an international and growing team which is successfully expanding in the European and Global markets. Based on this we offer you an exciting job opportunity where you will enjoy working in a friendly and diversified team which is part of a very strong and well-established global enterprise, leader in the field of virus removal filtration for 30 years. In addition to that we obviously do also offer you a competitive and attractive compensation package.

### Interested?

If so, we are excited to receive your CV (including cover letter and some information about your salary expectations and the earliest starting date). Please send your application to Martina Bauer: [m.bauer@akbio.eu](mailto:m.bauer@akbio.eu)

Happily looking forward to hearing from you.

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More information about our company division under: <https://planova.ak-bio.com/>