

AGM – Business Development (Alliance)

Location	Mumbai HO
Department	Alliance
Reports to	GM Alliance
Experience	14–18 years in B2B / SRA pharma markets, including 5–7 years in CDMO companies
Qualification	Bachelor's in Science, Master's in Science/Pharma; MBA in Pharmaceuticals preferred

About the role

Lead Naprod's business-development strategy for CDMO partnerships and alliance growth in stringently regulated (SRA) markets. The role owns the full deal cycle — from identifying CRO, GCC, and OEM partners to negotiating commercial agreements and building a pipeline of CDMO technology-transfer and site-transfer projects. Reports to the GM – Alliance and works closely with senior leadership on strategic planning and partner relationships.

Key responsibilities

- Develop and execute the business-development strategy for CDMO / alliance growth in SRA markets
- Identify and build strategic partnerships with CROs, GCCs, and OEMs to grow the CDMO business
- Manage the full sales cycle — lead generation through deal closure, negotiating agreements and commercial terms
- Lead RFP/RFQ responses, proposal development, and pricing strategy
- Design and execute business proposals and term sheets
- Build a prospective customer network for onboarding CDMO projects

To apply, email your CV to careers@naprodgroup.com, quoting the role title. No application fee, no third-party portal, ever.

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