

Sr. Manager / AGM – Technical BD (CDMO/CMO)

Location	Mumbai HO
Department	F&D
Reports to	GM F&D
Experience	8–15 years (preferred), with exposure to CDMO / outsourcing and customer handling
Qualification	M.Sc / M.Pharm / PhD (preferred); background in Pharma F&D, CMC, Manufacturing, or Tech Transfer

About the role

Own technical evaluation of CDMO enquiries from RFQ through project handover, driving conversion into executable projects by ensuring technical feasibility, regulatory alignment, and techno-commercial clarity. The role acts as the single technical interface between R&D, Plant, QA/RA, SCM, and the BD team, and supports proposal preparation, negotiations, and lifecycle troubleshooting.

Key responsibilities

- Lead technical evaluation of CDMO/CMO RFQs and enquiries, assessing feasibility, regulatory requirements and capacity
- Coordinate technical feasibility studies and techno-commercial proposal inputs across departments
- Act as the single technical interface between R&D, Production, QA/RA, SCM, and the BD team
- Support commercial negotiations with technical input and customer value propositions
- Track enquiry and proposal status and drive BD review meetings
- Identify new business opportunities and emerging technology/outsourcing trends

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