

Lonza

Director, Strategic Growth (f/m/d) Job Description Summary

Today, Lonza is a global leader in life sciences operating across three continents. While we work in science, there's no magic formula to how we do it. Our greatest scientific solution is talented people working together, devising ideas that help businesses to help people. In exchange, we let our people own their careers. Their ideas, big and small, genuinely improve the world. And that's the kind of work we want to be part of.

Experience:

- 5-10+ years PMO, Operations, Finance and Commercial background in the biotech or pharma sector and knowledge of biological manufacturing
- 2+ years of CMO experience, in particular with drug substance (DS)
- Able to operate effectively in a matrix organization
- Ability to present to senior leadership
- Experience initiating and supporting CAPEX projects

Knowledge:

- Pharmaceutical/CMO industry knowledge
- Ability to work in a complex and fast paced matrix environment
- Solid expertise in creating and developing novel business models and approaches that leverage existing and new assets to meet future on-demand needs and custom solutions
- High level of industry knowledge and a good understanding of future trends in Biopharma and the CMO market
- Has good judgment about how potential ideas may play out in the marketplace; is good at bringing the creative ideas of others to the market
- Exhibits strong business acumen, knowledgeable in current and possible future policies, practices, trends, and information affecting his or her business and organization; knows the competition; is aware of how strategies and tactics work in the marketplace; knows how businesses perform

Skills:

- Effective communication skills in an internally and externally facing role
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- Gravitas and intellectual capability to earn respect and credibility throughout the organization and in different cultures.
- A track record of getting things done with the tenacity to manage to a successful conclusion.
- Strategic thinker with commercial awareness – allied to an execution mindset
- Intellectual ability to think creatively to resolve problems and achieve practical results
- Must collaborate and act positively to influence peers and colleagues
- Recognizes critical problems, manages ambiguity and balances multiple priorities

Attitude/Quality:

- Deals with concepts and complexity comfortably
- Is intellectually sharp, capable, and agile
- Relates well to all kinds of people and at various levels within the organization. Builds appropriate rapport; builds constructive and effective relationships; uses diplomacy and tact; can diffuse even high-tension situations comfortably
- Provides current and actionable positive and corrective feedback to others
- Demonstrates strategic agility and can anticipate future consequences and trends accurately

Every day, Lonza's products and services have a positive impact on millions of people. For us, this is not only a great privilege, but also a great responsibility. How we achieve our business results is just as important as the achievements themselves. At Lonza, we respect and protect our people and our environment. Any success we achieve is no success at all if not achieved ethically.

People come to Lonza for the challenge and creativity of solving complex problems and developing new ideas in life sciences. In return, we offer the satisfaction that comes with improving lives all around the world. The satisfaction that comes with making a meaningful difference.