



## Business Development Manager

***KLIFO is a leading provider of Clinical Trial Supply (CTS) chain services to the international biopharma industry.***

*This is an exciting time to join our company. KLIFO moved our CTS business to a new 6.500 sq. m state-of-the-art facility located near the capital area in Denmark, expanding our team, our capacity and our range of services.*

*To help support our growth, KLIFO is strengthening our EU Business Development team.*

### **Become part of an experienced and dedicated team**

You will be joining a highly experienced team, fully supported by our in-house team of CTS specialists. KLIFO has a truly unique offering – our CTS offering is supplemented by advisory services in Clinical Operations, CMC and Drug Development, and Regulatory Affairs. Our flexibility, professionalism and expertise have allowed us to build a well-respected provider of CTS services, with an excellent reputation in the market.

### **In the role as Business Development Manager, you'll contribute to our growth by:**

- Growing our client base across the EU – with a focus on Nordic countries
- Management of relationships with our current clients
- Collaborating with KLIFO's expert operational teams to develop custom solutions for unique client projects
- Input into the development of KLIFO's business offering to continually meet the needs of our clients

### **Location**

Europe (Nordics preferred)

### **Employment**

Full Time

### **Deadline for application**

31<sup>st</sup> December 2025

### **Contact**

Martin Lamb  
Senior Business Development  
Director, CTS  
+44 7361 862 684  
Martin.lamb@klifo.com

### **About KLIFO**

- 150+ employees
- Offices in Denmark, Sweden, Germany and The Netherlands
- Headquartered in Glostrup, Denmark

KLIFO is a leading European drug development service provider and consultancy with significant experience in partnering with biotech and pharmaceutical companies.

We provide end to end solutions and support our clients with strategic advice and operational support across therapeutic areas and disciplines.

## Your background and qualifications:

Besides a strong understanding of the CTS market – and where KLIFO's offering sits within this, you:

- Have at least 5 years' experience of selling CTS packaging, labelling, distribution and consulting services or associated business offerings (courier services, comparator supplies, temperature-controlled packaging, CDMO services, CRO services).
- A proven track record of generating new business, from initial prospecting and lead generation through to contract award.
- Ability to up-sell and cross-sell to existing clients, increasing the scale and scope of work awarded to KLIFO.
- A collaborative, solution-based approach to securing business.
- Experience of territory- and account-planning, and a track record of delivery against plans.
- Familiar with CRM systems and understand the importance of keeping these up to date.
- Fluent in English, preferably with another European language.

### Why join KLIFO?

- Join an organisation where we value people and their expertise as the greatest asset
- Enter a flexible workplace with a culture based on trust, transparency and respect
- Work with some of the most experienced and dedicated colleagues in the life-sciences industry
- Contribute with your expertise across different therapeutic areas
- Develop tailor-made solutions based on cross-disciplinary collaboration
- Cultivate successful relationships with our clients
- Be part of an organisation that sees knowledge-sharing as the road to success

## Share your application

Share your application with us at [job@klifo.com](mailto:job@klifo.com) marked Business Development Manager no later than 31<sup>st</sup> December 2025. Interviews will be carried out continuously throughout the process.

If you have questions about the position, please reach out to Martin Lamb, Senior Business Development Director, CTS at [martin.lamb@klifo.com](mailto:martin.lamb@klifo.com) or +44 7361 862 684 for more information.

KLIFO processes your application and all related personal data exclusively for the specific hiring process. Your data is processed as confidential information, cf. the current data protection law (GDPR).

For information on KLIFO's processing of personal information see <https://klifo.com/privacy-policy/>.

**KLIFO A/S**  
Smedeland 36  
DK-2600 Glostrup  
Denmark  
+45 44 222 900

**KLIFO GmbH**  
Heimeranstr. 35  
D-80339 Munich  
Germany  
+49 (0) 89 895 286-0

**KLIFO AB**  
Medicon Village  
Scheeletorget 1  
223 81 Lund, Sweden  
+46 704 201 844

**KLIFO B.V.**  
Dillenburgstraat 7E  
5652 AM Eindhoven  
The Netherlands  
+31 402 433 070

 **KLIFO**  
An Integrated Drug Development Consultancy