



Test your passion.

ALS provides a broad range of testing and analytical services to a variety of Healthcare and Pharmaceutical companies across the globe. ALS test results can support the timely release of sometimes life-changing drugs to patients. Our laboratory services help to underpin the high-quality assurance standards required by the pharmaceutical industry. We continue to remain at the forefront of the testing services industry, building an enviable reputation and a very resilient business

Business Developer, Pharmaceutical. ALS Sollentuna

Are you driven by sales and do you have an interest in analytical testing? Would you like to be part of a market-leading, international company where you can develop both personally and professionally ?

About ALS Sollentuna

ALS Sollentuna is a well-established, GMP-compliant contract laboratory with over 40 years of experience serving the Nordic pharmaceutical market. The site currently employs 20 scientific professionals and spans 1,100 m², offering ample space to support sustainable growth and expand laboratory operations as we pursue our ambitious growth plans. Our Swedish operations services includes microbiological testing, analytical chemistry, and stability storage, providing end-to-end quality control testing for both manufacturing and importation processes. Client-focused and committed to delivering high-quality services, ALS Sollentuna is now seeking a self-driven, scientifically minded sales professional to help propel our strategic business development efforts.

About the Position

The primary goal of this position is to drive profitable business growth for ALS in Sweden by acquiring new clients in line with the company's expansion targets. As a Business Developer, you will play a key role in increasing brand awareness and supporting ALS's vision of becoming "the global contract laboratory of choice."

Key responsibilities will include:

- Proactively targeting and acquiring new clients to create and develop new business opportunities in the scientific field
- Identifying and pursuing potential leads, expanding our presence within the market
- Building and nurturing relationships with both new and existing clients, ensuring long-term business growth
- Leading efforts to develop new testing opportunities, aligning with client needs and market trends
- Managing opportunities throughout the entire sales cycle, from initial contact to deal closure, using internal CRM systems
- Promoting ALS's Core Values and fostering a sales-driven, client-focused culture within the team

- Collaborating with internal teams (Technical, Quality, Laboratory, Accounts) to ensure exceptional service delivery and client satisfaction

This is a dynamic, proactive role suited for a driven sales professional in the scientific sector, with a strong focus on new client acquisition and business development.

About you

We are looking for someone with a strong analytical and commercial mindset, who is able to quickly identify customer challenges and position our analytical solutions in a way that meets their needs. This is a highly proactive sales role, where initiative and a "hunter" mentality are key to success.

To excel in this position, you should have:

- A relevant educational background—preferably in Life Sciences, but most importantly, you are a skilled "hunter" with a sharp business acumen and a passion for driving sales
- The ability to think strategically and convert those strategies into actionable plans to secure new business
- Exceptional verbal and written communication skills in both Swedish and English
- Strong organizational, analytical, and numerical skills, with an eye for detail
- An enthusiastic, approachable attitude with the ability to persuade and influence potential clients
- Proficiency with Microsoft Office and Outlook
- The ability to manage a varied workload, prioritize tasks under pressure, and stay organized
- A solid understanding of commercial dynamics and the ability to identify new business opportunities
- A recent graduate or someone with a few years of experience is ideal, though we value determination and a proactive sales attitude above all
- Experience in Contract Laboratories, Analytical Services, Contract Manufacturing, or GMP is an advantage
- A good technical understanding of pharmaceutical product testing (R&D and QC) would be highly desirable

This is an excellent opportunity for a motivated individual looking to accelerate their career in an international, fast-paced company. If you are passionate about proactive business development and want to play a key role in driving ALS Swedens success, we want to hear from you.

Additional information?

The position is a full-time position.

If you want to know more about the position, contact Site manager, Mattias Wilhelmsson, on tel.: +46 (0)8-297900 or email: mattias.wilhelmsson@alsglobal.com

We encourage you to send your targeted CV containing a short motivation in English for the position as Business Developer at ALS no later than 31 May 2025 to email: personal.ta@alsglobal.com

About ALS

With laboratories in 65 countries and more than 18,000 employees worldwide, ALS (Australian Laboratory Services) is one of the world's largest players in laboratory analyses. The head office is in Australia and ALS is listed on the Australian Stock Exchange. ALS Global performs analyses in the fields of minerals, environment, food and pharma. ALS Sollentuna, previously Mikrolab Stockholm AB has been part of ALS Global since 2017, where we are one of 11 European pharma sites that work with GMP analyses.

For more information about ALS:

www.alsglobal.com