

## BDM – LATAM / CIS (Sr. Manager / AGM)

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|---------------|----------------------------------------------------------------------------------------------|
| Location      | Mumbai HO                                                                                    |
| Department    | BDM                                                                                          |
| Reports to    | Head – Sales & Marketing                                                                     |
| Experience    | 10–12 years in API business development across LATAM/CIS markets (Brazil, Argentina, Mexico) |
| Qualification | B.Sc / B.Pharm / MBA                                                                         |

### About the role

MacChem is looking for an experienced business-development professional to drive growth of its API portfolio across LATAM and CIS markets. The role owns customer relationships, market intelligence, and regulatory awareness across general, oncology (small-volume), and sterile API segments, with a strong focus on Brazil, Argentina, and Mexico.

### Key responsibilities

- Drive business development for API products across LATAM/CIS markets, focused on Brazil, Argentina, and Mexico
- Build and manage relationships with key customers, distributors, and regulatory stakeholders
- Track market share, product/market penetration, and competitor positioning across the API range
- Monitor regulatory requirements and evolving government policies across LATAM markets
- Represent the company in client meetings, including international travel as required
- Operate effectively in fast-changing, unstructured business environments

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To apply, email your CV to [careers@macchemgroup.com](mailto:careers@macchemgroup.com), quoting the role title. No application fee, no third-party portal, ever.

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