Account Manager Northern Germany

Job Description

Our client offers solutions, knowledge, and experience in the areas of analytical chemistry, medicinal chemistry, peptide synthesis, separation and purification. The customers include pharmaceutical and biotech companies, companies within the food industry and leading academic institutes. The company is headquartered in Uppsala and has offices in the US, UK, China, South Korea, Japan, and India. The company has approximately 460 employees and in 2019 had sales of 1,101 Mio SEK (~€ 106 Mio). The company is listed on NASDAQ Stockholm.

We are looking for an Account Manager, Analytical, Northern Germany, to manage sales of the market-leading analytical chemistry, with product area of SPE (Solid Phase Extraction) and SLE (Supported Liquid Extraction) and supplemented instrumentation/automation. You will be responsible for the development of your territory and business, in line with company and regional goals and objectives. To be successful in this role, you will need to have a strong commercial background with a desire to succeed.

Job scope outline

In the capacity of Account Manager, you are responsible for front-line sales activities for all designated accounts in your region. You are responsible to meet or exceed targets set for the region by managing the territory effectively and maximize the amount of time spent in front of our prospects and customers. You are also responsible for activities of cold calls, lead identification and qualification, presentations at customer sites and scientific meetings, prospect management, demonstrations, closing and attendance at exhibitions. You are required to do prompt reporting of all sales activities using the contact management tools provided and appropriate liaison with other members of the EU sales team and where necessary overseas sales teams as required by this international business. You also report regional market trends and competitive actions in the region and have a detailed knowledge of the company’s products and services.

As a field-based Account Manager, you will be expected to travel extensively throughout your territory, promoting the company and their products, generating new opportunities, forecasting and closing business in an accurate and timely manner. You will be expected to be pro-active in forecasting expected business, market trends and competitions’ activities through direct interaction with your manager and the companies selected CRM (SalesForce.com).

Excellent territory planning and a willingness to travel frequently (3-4 days per week, 1-2 day in home office) and conduct face-to-face customer visits will contribute to a prosperous assignment, as will accurate forecasting and a keenness to learn about market trends and the activities of competitors. Preferred location North of Germany.
**Education and Experience:**

- A good scientific background; BSc at minimum or equivalent in the relevant life science area and familiarity with analytical chemistry techniques;
- Hands-on experience from working with Solid Phase Extraction (SPE) and LC/MS would be an advantage;
- A good sales record, min 2-5 years, with a preference for a combination of capital and consumable sales; or someone who has had commercial contact and possibly headed up a lab; however, we also welcome applications from young professionals;
- Experience of working in and/or selling to: Bioanalytical, Forensic, Environmental, Food and/or Clinical Testing market would be an advantage.

**Required skills:**

- Fluent in German and English (Spoken/written)
- Strong desire to succeed
- Customer orientated
- Market knowledge
- Flexible attitude to work
- Team player
- Self-motivated and determined with a strong sense of urgency
- Good internal and external communication skills
- Experience of working on a CRM system if possible
- Well organized

**Application:**

Please submit your application to armando.koziner@georgejamesgmbh.de