



Strategic Sales Manager – Key Accounts (m/f/d)

metabion is a globally leading supplier of Custom Nucleic Acids renowned for its focus on reliable supplies of consistently high-quality products and services. Our vision is to be the best-in-class producer and service provider of premium custom oligonucleotides – dedicated to enhance scientific progress and to support diagnostic and therapeutic solutions. *metabion's* aspiration is to ensure that quality is primary while trust is principle in its relationships with all stakeholders. We are committed to deliver excellence to biotechnological research and applications to promote creativity, innovation and progress for the well-being of our planet – its human and natural resources.

We are currently searching for a Strategic Sales Manager – Key Accounts to join our team at our headquarters, Semmelweisstrasse 3, 82152 Planegg, Germany.

Responsibilities

- Promote *metabion's* products and services within a key account to grow selected strategic customers with profitable business potential
- Achieve the revenue and business goals by gaining full understanding of our customers' needs and market segment requirements
- Assess and analyse customer needs, generate leads, respond to customer inquiries and suggest products and services as appropriate
- Collaborate closely with internal departments to ensure best possible business success and customer satisfaction
- Create customer value by transforming knowledge of the life science portfolio into differentiated products and services for our customers
- Identify new business opportunities aligned with *metabion's* overall market and growth strategy
- Manage and execute customer projects with strict procedures and deadlines
- Manage existing and build new strong customer relationships for long term partnership

Qualifications and experience

- Academic degree in life sciences or equivalent
- 5+ years' (sales) experience in a life science environment preferred
- Excellent communication, business acumen, negotiation and interpersonal skills
- Proficient in German and English
- Ability to drive strategy to action
- Good teamwork skills and proven ability to also work with cross-functional teams

What we offer

- Innovative and diversified work and work environment
- Familial company culture with flat hierarchies in a future-oriented, globally active, prosperous and best-in-class company
- Secure job in a crisis-tested industry
- Opportunity to "make a difference", be creative, and grow in and with an inspiring team around
- Company events, company health management, company pension scheme

metabion is committed to providing equal opportunity to all employees and applicants for employment in accordance with all applicable laws, directives, and regulations of Federal, State, and local governing bodies and agencies. We welcome ideas and the changes they bring. We treat each other with dignity and respect.

If you are interested in joining our dedicated, ambitious and friendly team and enjoy competitive wages and superb benefits, please send your application including CV, motivation letter, references, and salary expectation in PDF format via e-mail to Diana Yulafci at careers@metabion.com