

(Key) account manager

October 2018

1 Biogazelle

Biogazelle is a genomics service provider built on a culture of high quality science with core values of passion, courage, collaboration and open communication. Through excellence in science and technology, Biogazelle offers first-in-class transcriptomics analyses to support the development of diagnostics and therapeutics in various disease areas.

To support the growth and further development of our operations, we are looking for an experienced sales professional with a solid scientific background and a strong network in the genomic/transcriptomics research market.

The key account manager will ensure sales volume and revenue and meet the agreed business plan in own territory and engage with other (key) account managers and head of sales to meet common team goals.

2 Function description

The key account manager will

- manage all aspects of the Biogazelle's sales in his/her territory, including existing account management and new account acquisition
- will actively develop leads in biotech and pharmaceutical companies
- will extend Biogazelle's market share by developing a deep understanding of the (key) customers' needs and by internalizing the voice of the customer
- will facilitate customized solutions in close cooperation with Biogazelle's scientific subject matter experts and provide superior after-sales service
- will set up strategic partnerships with (key) accounts, ensuring long lasting relationships and customer satisfaction
- will represent and promote the biomarker discovery platform and will generate qualified leads for the diagnostic assay development platform and clinical trial services
- will closely work together with the other members of the sales team, product manager, business unit manager and project managers for Biogazelle's laboratory transcriptome services in order to deliver to our promises, deals for and following up on our lab services, from experimental design to final data mining and reporting

3 Competences and skills

- master degree (or equivalent through experience) in biochemistry, biotechnology, biomedical, bioengineering sciences or related field
- PhD degree is a nice-to-have
- experience in selling highly scientific and technical portfolios in life sciences environment, preferably in the field of genomics/transcriptomics
- experience in service selling
- preclinical study and/or clinical trial and/or biomarker knowledge is an asset
- analytical and business oriented
- highly customer focused

- sales result driven
- good relationships with key opinion leaders in the DNA/RNA research
- excellent verbal/written English communication skills are required
- good interpersonal skills combined with the ability to make an impact
- self-starter, work independently
- action oriented, strive to make a difference
- straightforward communication style
- flexible and multi-tasking
- Field or office based, depending on territory region
- willing to travel in territory region on a frequent basis and to Biogazelle for meetings and trainings

4 Our offer

- A full-time position in a young and dynamic team
- A financial package according to your experience, extended with extra salary benefits
- Professional development and training opportunities
- An innovative and stimulating environment

5 How to apply?

Please send your motivation letter and CV to hr@biogazelle.com

6 Contact

Biogazelle, Technologiepark 3, B-9052 Zwijnaarde, Belgium