

SINGLE USE SUPPORT.

PIONEERING BIOPHARMA



Sales Manager Midatlantic/Southeast (m/f/d)

We are hiring a Sales Manager with a biotechnology background to lead business development, promotion, and sales of our products plus process solutions and services.

YOUR TASKS

- ♥ First point of contact for all customer contacts, sales leads, and requests for quote
- ♥ High focus on developing and maintaining strong customer relationships
- ♥ Promptly manage customer requests regarding deliveries, pricing and quality
- ♥ Identify new accounts using industry databases, trade shows, e-leads, etc.
- ♥ Promote our products and services utilizing all available sales tools
- ♥ Understand challenges and customer needs within the bioprocessing industry
- ♥ Analyze the market and competition, adapt strategies for changing conditions
- ♥ Manage and track all data, customer connections, and sales funnels in our CRM system
- ♥ Travel frequently throughout the assigned territory (occasionally also international)
- ♥ Coordinate and participate in trade shows / conferences in assigned territory
- ♥ Developing action plans with our marketing to increase awareness
- ♥ Identify potential for improvement and driving progress and improvement

YOUR PROFILE

- ♥ Completed higher level of education e.g. university degree
- ♥ Several years of experience in sales of selling bioprocessing equipment and consumables or related fields in direct customer contact
- ♥ Open communication with all stakeholders and a good technical Know-How
- ♥ Independent, solution oriented and accurate working style to be successful in a remote position
- ♥ Winning business character with strategic mindset and excellent negotiation skills
- ♥ High willingness to travel up to 50% (including overnight travel)

ARE YOU INTERESTED?

Please send your CV to jobs@susupport.com. Compensation Package (Annual Base, Bonus, Insurance, 401k retirement plan) will be discussed individually.



ADEQUATE
BASE SALARY



HEALTH
INSURANCE



FLEXIBLE SCHEDULE
& HYBRID WORK



FAMILY
CENTERED



BONUS
PAYMENTS