



## Sales Manager DACH (m/w/d)

📍 Kufstein/Hall in Tirol/Remote ⌚ Fulltime

This position will be responsible for achieving sales targets in the assigned territory, as well as, setting the strategy for further business expansion/development, assuring commercial/service excellence and a customer centric approach. If you are a self-motivated hands-on individual with the necessary experience, sense of urgency and desire to win, this is the right position for you.

### YOUR TASKS

- ♥ The Sales Manager is accountable for the sales strategy development and execution to meet or exceed sales figures across the assigned territory
- ♥ She/he is expected to leverage her/his technical and sales expertise to identify customer challenges creating timely solutions that incorporate the company products to the customer value chain
- ♥ She/He will act as the main point of contact for the customer and facilitate the dialogue within relevant stakeholders at customer and company side to drive results
- ♥ The Sales Manager is expected to use available CRM and marketing tools and resources to track and report sales activities

### YOUR PROFILE

- ♥ A minimum of 3 years' experience as a key account or sales manager for a life science supplier
- ♥ Track record in managing biopharma accounts, as well as meeting or exceeding challenging sales targets
- ♥ Knowledgeable in identifying and solving customer challenges by addressing key stakeholders with diverse priorities and targets within complex organizations
- ♥ Experience in value-based selling and sales cycle (Eg. CAPEX vs Direct Spend on Consumables)
- ♥ Willingness to travel up to 40%
- ♥ Proficiency in German and English language
- ♥ Knowledge of a specific european market & additional language skills would be a very valuable asset

### WE OFFER

- ♥ Room for personal development and career growth
- ♥ Annual incentive plan bonus scheme, employee benefits
- ♥ An open, collaborative, and diverse culture
- ♥ Work Life Balance

### INTERESTED?

Send your CV to [jobs@susupport.com](mailto:jobs@susupport.com).

For this position, we offer a annual salary from 60,000 (full-time basis).

An overpayment is possible depending on training, qualifications and professional experience.