



## **Scientific Sales Manager**

### **Description of the opened position**

- Generates highly customized service proposals for Fluofarma Bioengineering Division.
- Handles prospection activities to raise the awareness of the companies towards the prospective customers community and to find new clients / partners.
- Closes sales based on a strong scientific approach (from the customers needs to quotations).
- Manages Pharma/Biotech customer close relationships.

This job is done in close cooperation with the Marketing and the R&D Unit. The candidate will report to the Chief Business Officer and the General Management. While emailing / phoning are the most common way to communicate the position implies frequent travels, including abroad.

### **Education and experience**

- This employment requires a degree in Life Science, preferably a PhD in Biology.
- A minimum of 5 years of professional experience with a good track record as a research associate position and a professional experience in business development are required.
- A perfect fluency in English (oral and written) is required (knowledge of another language in addition is a plus).
- A good knowledge of the pharmaceutical and biotech industries is mandatory and an established network of contacts in UK, Germany and/or Switzerland would be highly appreciated.
- A good communication, negotiation and organizational skills are necessary.

### **Personal skills and competencies**

- A strong scientific background in biology is necessary to be able to strongly support other sales persons on specific scientific questions and interact with the marketing people.
- Must well understand our field of activity, environment, technologies and offered services while having a good sense of business.
- To compile proposals and contracts in English.
- To diligently and professionally manage his/her accounts.
- Dynamic, with a strong team spirit.

To apply : if you are motivated to work within an innovative company evolving quickly, thank you to send your resume as well as a motivation letter in electronic format to [bbrisson@fluofarma.com](mailto:bbrisson@fluofarma.com) indicating the reference: "FF\_SSM".

