

Our client was founded in 1990 with a mission to become a leading, trusted brand for sustainable healthcare and biomedical product solutions. For more than 25 years now, they respond to the needs of the pharmaceutical, biotechnology, hospital/clinical and industrial customers, offering a unique perspective on scientific research in general. As a result, they play a critical role in product development for worldwide applications and have established a reputation as a manufacturer of high-quality and innovative medical and laboratory equipment.

On behalf of our client, we are looking for a qualified person at the earliest possible time:

**- Key Account Manager Europe (m/w/d) –**

**Essential duties and responsibilities**

- Manage important European as well as global accounts and related GAP activities in Europe
- Build an Account Plan for each named account, keeping it up to date on an ongoing basis and sharing its content with team members
- Driving revenue growth programs within the accounts
- Initiate sales activity with top level management at target industry accounts and coordinate cross functional teams
- Coordinate End User strategy and execution with global counterparts
- Participate in an account team-selling environment, providing the Prospect/Customer with the primary point of contact within the company
- Attend and participate in customer team meetings and communicate regularly with account team members to ensure customer satisfaction
- Represent the company at important industry events and participate in industry specific activities
- Maintain and grow positive client relationships, liaising between clients and management
- Implement and execute effective sales campaigns to ensure maximum penetration of named accounts across all divisions and regions globally
- Seek to expand and strengthen the company's presence by establishing proactive relationships with influential people, both within the customer and identified key third parties
- Maintain an accurate and current pipeline of opportunities within CRM system and provide real-time visibility of such to the management
- Understand target market product trends and specifications and communicate requirements to Product and Corporate Marketing groups

**Qualifications**

- A Bachelor's degree in Science or related field
- Experience in selling through multiple channels of distribution
- 5 years laboratory capital equipment Management or other capital equipment sales experience
- Experience working with laboratory end-users as well as purchasing and procurement and architect planning and construction companies
- Ability to motivate, coach and manage indirect and direct sales channels
- Ability to build relationships with our channel partners
- Strong analytical skills
- Strong presentation and communication skills both verbal and written
- Proficient with Microsoft office and experience with Office 365 CRM and ERP software
- Experience negotiating and writing contracts and large project proposals
- Must possess integrity and honesty, as well as be self-motivated with a cooperative management style
- Critical thinking skills
- Strong teamwork orientation, oral and written communication skills with all levels within the company, with strong emphasis on the sales team
- Coach direct reports, tracking milestones and success

**Working conditions and physical requirements**

- Must have a working home office space conducive to conducting business professionally on the telephone and computer
- This position requires frequent overnight travel 50%
- In addition to visiting customer laboratory and office locations, this position will entail frequent joint field travel with Area and/or Territory Managers, executive management and the associates from corporate headquarters and Japan
- Multiple day meetings in various cities nationally required quarterly or more frequently. At times global travel may be necessary
- This position will require you to sit or stand for extended periods of time in meetings and at shows
- Must be able to drive between cities and accounts as well as fly commercially
- Must have valid driver's license and Passport for international travel

We were commissioned by our client to fill the above position.

Please contact us by phone for an initial information call.

You will then be happy to send us your application documents by e-mail.