

ZeClinics is HIRING a Sales & Account Manager

ZeClinics offers an exciting opportunity for a Sales & Account Manager to be part of the commercial team, which mission is, as you may know, to offer an outsourcing solution for safety and efficacy screenings of novel chemical molecules using zebrafish. The ideal candidate would join forces with our amazing Commercial Team and she/he will give support to ZeClinics Commercial Director to built-up, and manage the commercial strategy.

General Duties of the Sales & Account Manager include:

- Participate in the overall management of all strategic and operational Marketing and Customer Relationship activities.
- Provide market research feedback to the company leadership regarding competitive offerings, prospect needs, and generate product development ideas.
- Take ownership of managing the sales and marketing functions of the business.
- Drive increased revenue and profit to achieve the company's ambitious growth goals.
- Work toward stringent targets, requiring the job holder to adopt a professional and knowledgeable approach to each new business call.
- Assist in planning and coordinating the implementation of business plans and the penetration into new markets.

Studies

A Degree in Life Science (Biology, Biotechnology, or equivalent) will be mandatory, and a Ph.D. in life science or 3 years of experience in a laboratory will be highly valued.

Other studies such as Business Administration, Commerce, Pharmaceutical Marketing, or related field studies will be a plus.

Experience

- Experience in a laboratory conducting research in life science for at least 2 years.
- Experience in a similar commercial position in the Life-Science sector of at least 1-2 years.
- Experience in CRO environment will be a plus.

Other Skills

- Ability to work independently and interact with several collaborators.
- An ownership mentality and humor sense capacity.
- Exceptional organizational skills with strict attention to detail; ability to manage multiple projects simultaneously under strict deadlines.
- Teamwork capabilities and personal integration in a young and talented environment.
- Good negotiation skills, proven track record of successfully pitching for new business.

Languages

Excellent command of the English language and grammar, both verbal and written will be mandatory.

The Offer

- Duration: Permanent Contract.
- Trial period: 3 months.
- Estimated annual gross salary range: Dependent on experience. Fixed salary plus variable pay.
- Location: ZeClinics Headquarters. c/ Laureà Miró 408-410. Sant Feliu de Llobregat. BCN
- Starting date: As soon as possible.

Application Procedure

All applications must include:

- A presentation letter addressed to Dra. Elisabet Mateu (Commercial Director).
- A full CV including contact details.
- Two contacts for further references

All applications must be submitted by e-mail to elisabet.mateu@zeclinics.com and hr@zeclinics.com