

# **Business Account Manager, Biopharma R&D, UK**

## **The Position**

The successful candidate will be responsible for identifying, qualifying, developing and closing new business relationships for the Genedata Biologics™ and Genedata Bioprocess™ enterprise solutions. This includes developing, recommending, and implementing strategic and tactical sales plans and negotiating client license and service agreements. This typically means a complex enterprise sales scenario, involving working with multiple influencers and decision makers from IT, science and business side. The position includes significant post sales and account management responsibilities and requires the development of relationships with biopharma key accounts.

This position offers an exciting opportunity to support, shape, and grow a successful business unit at Genedata. It involves a high level of interactivity and responsibility in a growing company, and the opportunity to work as part of a strong interdisciplinary and international team.

This full-time position is located in the UK. Working from Basel might be an option.

## **Key Responsibilities**

- Drive business – prospecting, negotiating, and closing deals from initial contact through signed agreements
- Work closely with the professional services & scientific consulting teams to sell and deploy enterprise software platforms and consulting services
- Develop and communicate project proposals and presentations
- Establish, grow, and maintain customer relationships

## **Your Profile**

The ideal candidate has a minimum of 5 years related business experience, with a proven track record in achieving and exceeding sales goals.

The candidate is able to interact productively with scientists, managers, and IT experts both internally and externally. He/She has excellent written and verbal communication skills and is an experienced presenter. Fluency in English is required.

Since our customers are mainly within biopharmaceutical R&D, a knowledge of the biopharmaceutical research and development process and ideally familiarity with biopharma R&D workflows, such as antibody discovery, protein engineering, cell line development, bioprocess development and CMC, biopharma production and analytics, and laboratory automation is an advantage.

## **Required Skills and Experience**

- Scientific or technical background, together with a profound understanding of the biopharmaceutical R&D process
- Direct sales experience in pharmaceutical, biotech, or other life sciences sectors
- Experience in selling high-value software or IT-related solutions
- Excellent time management
- Ability to prioritize actions and goals and to successfully progress sales along the sales pipeline
- A high level of initiative, combined with interpersonal skills and the ability to work effectively as part of a team
- Ability to give effective presentations and work closely with customers
- Excellent verbal and written communication skills in English

## **The Company**

Genedata is an exceptional company. With two decades of success in research informatics due to closely-knit teams of scientists, developers and business experts, Genedata has achieved steady and continuous growth since inception. As a private and majority employee-owned organization, we empower each employee to be a contributing voice in the company operations and evolution. Our collective expertise in research informatics, combined with our open and scalable computational solutions, makes us the leading software provider in R&D informatics for biotech, pharmaceuticals, and related life sciences. We are headquartered in Basel, Switzerland and have subsidiaries in Germany, US, UK and Japan.

## **Are you interested?**

You can expect a competitive salary based on your experience. We offer generous benefits including a full company pension scheme and insurances, flexible working arrangements plus 25 days paid holiday annually with additional bank holidays.

If you are interested in this position, please email your resume or your CV and your motivation letter.

Genedata is an Equal Opportunity Employer.

Genedata only accepts CVs and resumes directly from candidates. Personnel recruitment agencies need not respond.