

3M is looking for an Account Manager / KAM to join the Biopharmaceutical Purification Division. S(he) would be focused on the biopharma /bioprocess industry. Located in Catalonia with 20-30% travel required.

Key Capabilities: Drive and ambition, negotiating and commercial skills, good analytical and problem solving skills, customer focused and an open and adaptable personality.

Proactiveness, autonomy, energy, team work and enthusiasm to join a young but expertise team with high growth perspectives

Expectations

- Deliver the results Accomplish sales targets growth and maintain and create a customer network within the pharma and biopharma sector in his/her region.
- Establish and builds strong long term relationships with the key players in the markets: biotech clusters, key opinion leaders, main industry players and the ability to create partnerships within the industry
- Agreements negotiation
- Gather and share competitive activity in the market and each account
- Close collaboration with Marketing and Technical team
- Participate and implement the business plan and strategy in the biopharma sector
- Technical sales profile with the ability to arrange and execute filter tests and trials and technical presentations/seminars
- Customer satisfaction is our key goal, we are looking for a customer oriented mindset.
- Maintains daily record of contacts, opportunity pipeline and activities within the company's CRM system

Qualifications

We are looking for a collaborator with **following profile**:

- Bachelor's degree or higher in a science discipline. Ideally biotechnology or biology
- Minimum of three (3) years of experience in biotechnology, bioprocessing, process engineering/research/manufacturing and/or pharmaceutical gained in an academic and/or industrial environment
- Biotechnology, Biochemistry or Human/animal Biology
- Alternatives: Pharmacy / Chemistry
- CRM expertise (ideally Salesforce experienced)

-Languages:

- Bilingual Spanish and Catalan is a must
- High level of English

- Additional to consider:

- Master in Pharmaceutical Industry, Molecular Biology.
- Training in production in pharmaceutical plants and biological processes.
- Technical sales in Pharma Industry, Biotechnology, Biological, Animal Health.

- Process auxiliary products, consumables (consumable fermenters, pharmaceutical grade connections, process or laboratory filtration, cell cultures), equipment (Pumps, stainless installations, tanks, fermenters)
- Experience in biopharmaceutical production plants
- Knowledge of production processes in manufacturing sectors of vaccines (Animal and human), active pharmaceutical ingredients, injectable products.
- An experienced TECHNICAL Sales person with background in the pharmaceutical manufacturing industry, knowledge of the Filtration Market.

At 3M, our 91,000 employees do work that matters, applying our science in ways that make a positive impact on people's lives. Here, you'll be part of a global company known for its uncompromising integrity. You'll work within a giant melting pot of smart, motivated people who are rewarded for their commitment to doing challenging work that pushes them to learn and grow. Here, your opportunities are endless.

Please for further information contact to Alba Muñoz, Talent Acquisition 3M Iberia.
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