

ZeClinics is HIRING a Sales Account Manager!

ZeClinics offers an exciting opportunity for a **Sales & Account Manager** to be part of the team, whose mission is 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 Business Development team, and she/he will give support to ZeClinics Commercial Director to build-up, and manage the commercial strategy. We offer work in a highly stimulating environment with state-of-the-art infrastructure, providing the successful applicant with unique opportunities to grow a strong commercial portfolio.

DUTIES OF THE SALES & ACCOUNT MANAGER INCLUDE:

- Drive increased revenue and profit to achieve the Company's ambitious growth.
- Generate sale opportunities by contacting new potential clients.
- Manage existing clients relationships throughout the length of the projects.
- Provide market feedback to the company leadership regarding competitive offerings, prospect needs, and generate product development ideas.
- Working to stringent targets, the job holder will be required to adopt a professional and knowledgeable approach to each new business call.

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 REQUIRED

- Experience in a laboratory conducting research in life science for at least 2 years.
- Experience in a similar position in the Life-Science sector of at least 1-2 years.

ADDITIONAL SKILLS

- Ability to work independently and interact with several collaborators.
- An ownership mentality and humour 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.
- Proven track record of increasing revenue through generation of lead.

LANGUAGES

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

Speaking, reading, and writing in other languages (i.e., Catalan, Spanish, Arabic, Chinese, Italian, Japanese, French, and German) will be a plus.

THE OFFER

- Duration: Contract of Works and Services transformable into an indefinite one.
- Trial period: 3 months.
- Estimated annual gross salary range: 28.000 – 30.000 per year + bonus for achieving objectives and KPIs.
- Location: ZeClinics Headquarters.
- 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