

Job opportunity	International Technical Sales & Account Manager
Geographic location	Europe / The Netherlands
Activity	Technical innovation
Reference	I4L-JOB-PROFILE -SM

Inno4Life is an expanding equipment manufacturer, located in Breda, the Netherlands. Our company offers a complete range of innovative market-leading pharmaceutical equipment solutions and services. Inno4Life has a well-known international client base and a solid network of strong partners.

Inno4Life is currently recruiting for a technical skilled sales & account manager who feels attracted to act in a fast growing and strongly regulated international business environment, in the pharmaceutical and bio-tech industry.

Our focus is on the development and integration of new pharmaceutical packaging equipment solutions, operational excellence, and providing excellent customer services. The informal company culture is built on integrity, trust, respect and commitment. Are you the experienced and passionate professional, who can make the difference?

Profile:

The International Sales Manager will;

- Develop and manage annual sales in your region, realise agreed sales targets.
- Manage timely and accurate quote creation.
- Build and manage customer relationships in the pharmaceutical industry within a defined region.
- Manage and execute all the sales activities in the assigned region and cooperate with partners efficiently to achieve exponential Sales growth.
- Increase customer satisfaction and strengthen the Inno4Life reputation and international footprint.
- Translate the needs and unique requirements of our customers to the Inno4Life technical team in order to develop and deliver innovative equipment solutions.
- Investigate and analyse customer requirements thoroughly for standard or tailor-made equipment solutions and services.
- Liaise frequently with the technical sales support and the technology department about technical choices, decisions and cost implications of technical equipment solutions and components.

Desired Skills & Expertise:

The international Sales Manager needs 6+ years of commercial experience in selling to the pharmaceutical- or life science industries. A technical Bachelor degree is a minimum requirement. In addition selling "primary packaging" equipment would be considered a plus. International sales experience is a must and a network in the pharmaceutical industry is a strong advantage. You are willing to travel 50%+, have excellent knowledge of the English language and preferably also French and/or German.

Education level: Technical Bachelor or academic

Experience level: 6+ years

Languages: English and preferably French and/or German

Visit Inno4life.com for additional information about our company or call +31 076 30 200 23.

Mail your application in English with your resume to jobs@inno4life.com

Acquisition by commercial recruitment agencies is not appreciated.