



Job posting | permanent employment | fulltime | f/m/d

# Key Account Manager

Are you looking for an exciting challenge in a scientific environment? Do you want to contribute your strengths and visions to an innovative company in the future-oriented biotechnology sector? Are you looking for a top team with a strong sense of team spirit?

## Key responsibilities

The successful candidate will be mainly responsible to develop and maintain business relationships with key customers and distributors in the biopharmaceutical industry for existing and new products in an international context. The candidate is expected to have solid experience in the sales & marketing of explanation-needy biotechnological products in B2B markets.

- Developing and maintaining existing biopharma accounts in a global context
- Support the management and stirring of international distributors
- Supporting market research to identify regional business opportunities
- Acquisition and expansion of market intelligence around product applications / customers
- Supporting revenue forecasting and market model and business case building
- Negotiation of supply agreements
- Representing c-LEcta in customer and distributor meetings and at congresses and trade fairs

## We offer

excellent career opportunities within the c-LEcta team. You will be actively supported by an experienced and dynamic team in a friendly working atmosphere.

In addition to attractive remuneration and flexible working hours, we provide a modern workplace with good transport links and attractive employer benefits..

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## c-LEcta GmbH

Perlickstr. 5 | 04103 Leipzig  
Phone 0341 3552140  
Fax 0341 35521433  
Mail [contact@c-LEcta.com](mailto:contact@c-LEcta.com)

## Required Skills

- (Academic) Degree in Biochemistry/ Biology/ Biotechnology or comparable education and experience in biopharma or biotech industries
- Strong technical sales background with proven track record in complete sales processes with min. 2-3 years of experience.
- Considerable communication, sales and negotiation skills combined with a strong interpersonal/intercultural sense
- Excellent German and English language skills (spoken and written), additional language of advantage.
- Experience in using digital CRM-Tools for account management
- A pro-active, ambitious self-starter who can operate both independently and as part of a team; positive, optimistic, flexible and creative problem-solving attitude

## Application

Please apply online with your complete application documents as well as your earliest starting date and salary expectations at:

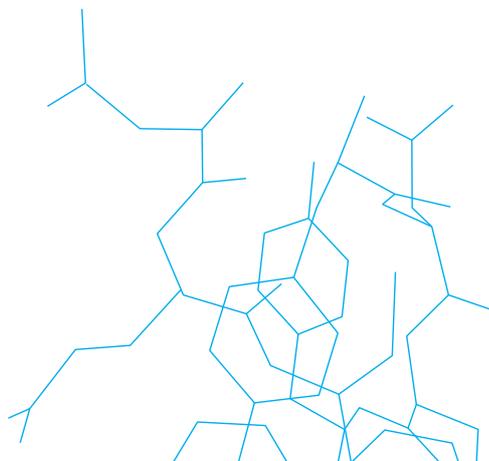
[jobs@c-LEcta.com](mailto:jobs@c-LEcta.com)



**Heike Kutschke**

*HR-Manager*

*Phone 0341 35521414*



c-LEcta is a leading innovator and supplier of biotechnological products for regulated markets like food and pharma. Best-in-class technologies are applied to provide customized enzymes and microbial strains to novel and cost-efficient industrial manufacturing processes

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