



Job posting | permanent employment | fulltime | all genders

Key Account Manager

c-LEcta is a fast growing, young biotech company based in the vibrating city of Leipzig. Our key markets are biopharma and food for which we supply customized enzymes and microbial strains. While using your solid experience in the sales & marketing of explanation-needy biotechnological products you will be responsible for developing and maintaining business relationships with our key customers in the biopharmaceutical industry.

You are an open-minded curious person, and you love to communicate with international customers and distributors in the biopharmaceutical industry? You want to contribute your strengths and vision in building and maintaining business relationships in an innovative company in the future-oriented biotechnology industry? Are you looking for an exciting challenge in a scientific environment? Then join our top team with a strong team spirit.

When joining our team you will be responsible for

- 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

Your benefits

- Interesting and diversified tasks in an internationally operating biotechnology company
- Fair remuneration and additional benefits
- Flexible working hours, mobile working models
- Flat hierarchies
- Opportunities for professional development and personal growth
- Team-oriented working environment

c-LEcta GmbH

Perlickstr. 5 | 04103 Leipzig
Phone +49 (0)341 3552140
Mail contact@c-LEcta.com

Your qualification and 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 with min. 2-3 years of experience ideally in B2B markets of biotechnological products
- Considerable communication, sales and negotiation skills combined with a strong interpersonal/intercultural sense
- Excellent written and verbal communication skills in English and German language, 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

Your application

Convinced? Then please apply until June 15th 2022 by specifying your salary expectations and your desired stating date .

For any questions about c-LEcta and this position please get in touch with us.

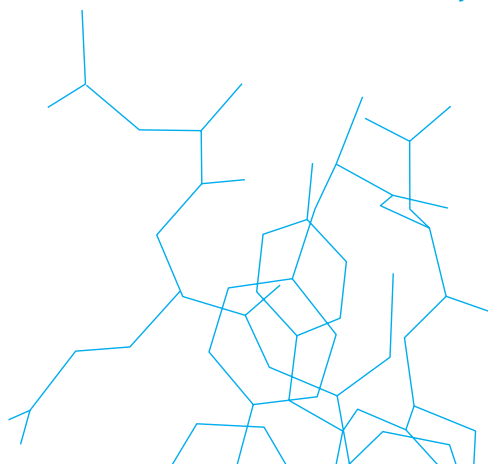


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c-LEcta combines scientific excellence and in depth commercial and regulatory know-how to bring innovative and competitive bioprocessed products to the market. Best-in-class technologies are applied to provide customized enzymes and microbial strains to novel and cost-efficient industrial manufacturing processes

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