

Area Sales Manager Viral Vectors

Munich based SIRION Biotech enables drug developers to pursue gene therapy and immuno oncology developments. It provides viral vectors on a custom basis to both academia & industry: adenovirus, lentivirus, adenoassociated virus. It also offers advanced services such as custom cell models for screening purposes.

The need for advanced viral vectors is growing rapidly for applications both in target research as well as in the context of gene/ cell therapy and vaccine development. The company is actively involved in a series of development alliances for new therapies and products and has entered into several industrial collaboration & licensing partnerships.

SIRION is looking for an **Area Sales Manager France, Benelux, CH** to help the company meet its ambitious growth targets. The tasks are typical for sophisticated custom services in the Life Sciences industries:

- Sell directly the company's research services to researchers and business managers in Pharm / Biotech and large national research institutes
- Thorough study of the client businesses and their developments to understand current requirements and predict future needs
- Manage and explore existing clients and prospect for new clients: target potential growth opportunities and develop value propositions and action plans
- Make use of shows, symposia and conferences to represent the technical possibilities of the company
- Work and expand the agent- and distributor network
- Generate interest, process the inquiries and present custom solutions in close cooperation with the laboratory
- Manage proactively the process from enquiry to order
- Manage client relationships systematically by maintaining a high level of competence both for the technology and its applications, i.e. the use of viral vectors in target research, gene therapy and cell therapy. Ensure that the company competence is being well disseminated.
- Contribution to the company's strategic planning by presenting the interests of current & potential clients

The ideal candidate...

- holds a Master's degree/ PhD in a Life Science discipline
- has had **work experience with viral vectors, gene and cell therapy**
- preferentially has work experience in early discovery and has worked for a similar supplier to this industry

- is familiar with discussing and designing larger custom service projects
- is optimistic and persistent
- demonstrated presentation skills
- has excellent communication skills: the ability to build good personal relationships with highly technical scientists and lab managers.
- good team player
- strong interpersonal skills: creative, adaptable, capable of self-motivation and independence
- customer facing attitude: the ability to build relationships based on trust and long term commitment
- strong personal belief and self-confidence in the ability to effectively communicate technical capabilities in area of focus
- Business fluent in English and preferentially French, written and verbal
- German language skills a nice to have

This position requires travelling to mostly industrial accounts in France, Benelux and Switzerland.

SIRION Biotech is a 10 years old company with less than 30 employees, average age of the employees is in the high thirties. The company is funded by venture capital meaning high aspirations, flexible customer services, strong growth, and creative development. More than half the business is outside Germany, a 5th of the employees has an international background.

This is an ideal position for someone who likes working with latest Life Sciences Research and new therapeutic approaches in academia and industry across key markets. The role grants constant contact with senior levels in the customers' organizations. Given the global nature of the business and the age of the company, the Candidate must be a self-starter that can work with limited supervision.

Apply to: lingelbach@sirion-biotech.com

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