

Key Account Manager Junior South Europe

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Viral Vector Technologies

About the Company:

SIRION Biotech, World leader in Viral Vector technologies is recruiting for its Parisian branch a new Key Account Manager Junior. Created in 2007, SIRION Biotech is a Global company Headquartered in Munich (Germany), with offices in Boston (MA, USA) and Paris (France), as well as representatives in Israel, Japan, and South Korea.

Over the years, SIRION has built a large expertise in development, optimization and manufacturing of Lentivectors (LV), Adenovectors (AV), and Adeno-Associated Vectors (AAV). This expertise allowed SIRION to build a strong and growing dual business. On the one hand, a service business providing custom-made viral vectors for R&D and preclinical purposes, and on the other hand the development of proprietary technologies that constitute our licensing business.

The two business models are supporting the R&D activities of the Biotech and Pharma industry in general, and more specifically the fast-growing Gene & Cell Therapy Market.

About the Position:

In order to support its activities in Europe, SIRION Biotech is currently searching for a Key Account Manager Junior (KAMJ). After an internal training, the KAMJ will be in charge of growing the business activities in the South Europe Territory completing the following tasks.

- Identify and qualify new prospects
- Organize phone calls, teleconferences, and on-site meetings.
- Discuss potential projects with customers in order to bring the best scientific input
- Coordinate client requests with the internal R&D team
- Generate quotes according to the customer's needs
- Generate revenues in the assigned territory
- Support business activities in non-assigned territories if required
- Support clients before, during, and after their project with SIRION
- Manage R&D projects and partnerships
- Report activities on a daily basis inside a CRM software and to the direct manager and/or the Director of Sales.

About You, our next KAMJ:

You will be based in the French site of SIRION Biotech located in Clichy (Paris Area), and will travel regularly to the Headquarters in Munich. You are willing to travel to meet prospects and clients on site as well as attend conferences and fairs (including stand support). Spending up to 50% of your working time travelling is not a problem for you. You are result oriented and wish to help bring forward partner projects by giving the appropriate technical recommendation. You have the team spirit and are ready to take on other tasks as needed. Also, you have good organizational skills and are able to manage different tasks in parallel.

You have a Master/PhD degree in Molecular Biology, Virology, preferably with experience in viral vectors technologies and detailed knowledge about transfection and transduction. Yet, you are willing to learn in Medical/Biology and/or Marketing/Business areas.

You like to meet people and are a natural ice breaker. You have strong social skills, deal well with people, present well and are able to present technical material to others. You have well-maintained expressions in oral and written form. You are fluent in English/Spanish and/or Italian. French or German would be a plus but not mandatory. You have a driving license.

About your Application:

If you check all the requirements, are motivated and wish to participate to SIRION Biotech company development, please send your CV together with a few lines about your motivation to the following email : infofr@sirion-biotech.com.

We look forward to hearing from you.

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