

SIRION BIOTECH GmbH is Europe's largest developer and manufacturer of viral vector technologies for novel therapies of the research-based pharmaceutical and biotech industry. The company was founded in 2006 and is located in the Biotechnology Innovation and Start-up Center in Martinsried near Munich, Germany. By January 2022 the company will move to premises three times as large in neighbouring Gräfelfing.

Since September 2021, SIRION is part of PerkinElmer. PerkinElmer is an international leader in the field of medical and biotechnology. Headquartered in Waltham, Massachusetts, the company employs more than 14,000 people worldwide and offers extensive expertise in diagnostics, medical research and environmental and food analysis through innovative detection, imaging and informatics systems. PerkinElmer, Inc. is included in the S&P 500 stock market index.

SIRION Biotech employs about 50 members of staff, the majority of whom are located in Martinsried near Munich, Germany; a total of 17 nationalities to better serve international customers. The company has offices and colleagues in Boston and Paris and long-standing agents in Tokyo, Seoul, Shanghai and Tel Aviv.

The company is currently recruiting for the Munich-branch a:

Junior Account Manager, Discovery & Preclinical Services

Overview and key accountabilities

The Junior Account Manager will be part of SIRION's global Sales Team and directly report to the Head of Discovery & Preclinical Services. The main role will be in assisting Senior Key Account Managers in executing territory specific sales activities and grow the business opportunities within DACH and Asia.

Responsibilities will include, but are not limited to, the following:

- Serve as contact for the accounts in the designated regions by handling the sales process from inquiry to order generation
- Present custom solutions in close cooperation with the wet-lab or appropriate business unit
- Assist in delivering presentations and scientific communication about the company's technology and service portfolio to researchers, principal investigators, and business managers in the Pharmaceutical and Biotech industries
- Support and build long-lasting business relationships with existing and new clients
- Prospect for new clients: target potential growth opportunities and develop appropriate value propositions
- Market landscaping, monitoring and identification of potential development opportunities in the relevant territories
- Work in close collaboration with senior managers to generate action plans and marketing activities to fulfil the annual goals
- Attend symposia and conferences to represent SIRION and gather market insights
- Support the Head of DPS with internal operational tasks

The ideal candidate will:

- Hold a Master's degree/ PhD in a Life Sciences discipline
- Have a basic understanding of molecular biology, viral vectors, gene and cell therapy
- Preferentially have work experience in early discovery and have worked for a similar supplier to this industry
- Be a fast learner with a growth mindset and the ability to positively adapt to change
- Enjoy working in an international environment
- Have excellent presentation and organizational skills including attention to detail, efficiency, and prioritization
- Be able to effectively communicate technical information and build strong personal relationships with highly technical scientists and lab managers
- Have strong written and verbal communication skills in English (additional languages such as Korean or Chinese would be an advantage)
- Be a team player, with a collaborative mindset but ability to also work autonomously
- Display excellent interpersonal skills. We look for integrity and accountability, intrinsic motivation, enthusiasm, and creativity. A good sense of humour and positive attitude is always welcome!
- Have strong skills in MS Office.

This position is office-based in Munich and requires field-travel for client visits, conferences, and similar representations. The amount of travel should not exceed 25%.

What we offer:

- A very dynamic, friendly, and nurturing environment as part of an international team. We believe collaboration and idea sharing are the building blocks to ensure success and drive progress
- The opportunity to work in a growing German Biotech company with a strong global customer base that supports gene and cell therapy developers through innovative solutions
- Competitive salary with performance-based bonus
- A flexible and open work structure based on trust and responsibility
- Possibility for further career support and personal skills development

We value the diversity of our people and welcome applications from everyone interested to combine science with client interaction.

Please send applications to hr@sirion-biotech.com including your earliest possible start date and salary expectations. Please note the job code JAMDPS in your email subject line.

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