

**SIRION BIOTECH** is Europe's largest developer and manufacturer of viral vector technologies for gene and cell therapy development by pharmaceutical, biotech, and academic researchers. The company was founded in 2006 and has developed into a global company headquartered in Munich (Germany), with sales offices in Boston (MA, USA) and Paris (France).

SIRION Biotech employs more than 60 staff from 17 nationalities to better serve international customers. SIRION has built a strong expertise in development, optimization and manufacturing of Lentivectors (LV), Adenovectors (AV), and Adeno-Associated Vectors (AAV). This Know-how enables SIRION to support cell and gene therapy developers worldwide to bring their therapeutic programs into clinics.

Since September 2021, SIRION is part of PerkinElmer, 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.

The company is currently recruiting for a:

## **European Account Manager, Viral Vector Technologies**

### **Overview and key accountabilities**

The European Account Manager will be part of SIRION's global Sales Team and directly report to the Head of the Paris Site. The position can be located in either Paris or Munich, and may be performed remotely after training. The main role will be to manage territory specific sales activities in France and Benelux and grow the business opportunities within other European countries.

### **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
- Generate action plans and marketing activities to fulfil the annual goals agreed together with the direct manager
- Attend symposia and conferences to represent SIRION and gather market insights

**The ideal candidate will:**

- Hold a Master's or PhD degree 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
- Have worked in a commercial environment
- Have strong written and verbal communication skills in English (essential). Additional languages such as French or German would be a plus.
- Be a fast learner with a growth mindset and the ability to positively adapt to change
- Be result oriented
- 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
- Be able to meet people, be an ice breaker, and be able to deal with people
- 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 can be based in Paris or Munich and may be performed remotely after training. The position requires field-travel for client visits, conferences, and similar representations. The amount of travel should not exceed 40%.

**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 European 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](mailto:hr@sirion-biotech.com) including your earliest possible start date and salary expectations.

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