

TRIGA-S is a mid-size Contract Research Organisation. Since more than 20 years, we stand for quality and trustful collaboration in clinical and analytical performance studies of in vitro diagnostics (IVD). Being family-owned means more than just the form of company management. It is also a sign of respectful interaction with each other. Our corporate culture is based on collegiality, respect, flexibility and openness. Long-term planning is part of our strategic orientation. Our headquarter is located in Habach, south of Munich.

What is important to us:

- Positive attitude
- Customer centricity
- Team spirit

We are hiring

Account Manager (f/m/x), full time position

Your tasks and responsibilities:

- Identify and acquire new customers with an proactive approach
- Consult and manage our existing customers and leads
- Execute and optimize our sales strategy
- Create campaigns, quotations and offers together with the operations team, as well as maintain customer data in Customer Relationship Management software
- Deploy business strategies to negotiate contracts and win bid defenses
- Represent TRIGA-S at conferences, workshops and trade fairs

Your key qualifications:

- Background in both natural sciences and business administration or equivalent experience preferred
- 2+ years proven track record in sales (or sales support) in the field of in vitro diagnostics, medical devices or pharma/biotech
- Strong ability to collaborate and to network with existing contacts in the relevant fields
- Excellent communication, presentation, and negotiation skills
- Fluency in German and English required
- Willingness to travel up to 25%; driving license class B is a prerequisite

What we offer:

- Innovative and international projects
- Competitive salary and company benefits
- Flat hierachies
- Internal and external training opportunies
- 30 days of vacation per year
- Hybrid working: office-based (during onboarding required) and part-time working from home possible
- Onboarding and mentoring program

Are you interested?

Please send your complete application incl. CV, references, salary expectation and possible starting date to bewerbung@triga-s.de.

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