

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. 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's important for us:

- Positive attitude
- Customer focus
- Team spirit

We are hiring
Account Manager for diagnostics services (f/m/x)
full time/permanent position, mobile office

In this role, you are responsible for customer acquisition and act as a liaison between the TRIGA-S operational teams and our clients

Your tasks and responsibilities:

- Identify and acquire new customers with a 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 manage 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:

- Academic background in life science/biotech 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 hierarchies
- Internal and external training opportunities
- 30 days of vacation
- Hybrid working: office-based (during onboarding required) and mobile office possible
- Onboarding and mentoring program

Are you interested?

Please send your application incl. short motivation letter, CV, references, salary expectation and possible starting date to bewerbung@triga-s.de. If you have further questions, please call 08847 / 695 78 0. We are looking forward to your application!