

Key Account Manager Senior

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Company: Donaldson

Location: Nivelles

Category: other-general

Donaldson is committed to solving the world's most complex filtration challenges. Together, we make cool things. As an established technology and innovation leader, we are continuously evolving to meet the filtration needs of our changing world. Join a culture of collaboration and innovation that matters and a chance to learn, effect change, and make meaningful contributions at work and in communities.

This position may be located remotely with a preference for Germany, Benelux or Nordics.

Univercells Technologies, located in Nivelles – Belgium, is the latest addition to a growing list of initiatives within the **Life Sciences division of Donaldson**. At **Univercells Technologies**, we work every day to reinvent biomanufacturing processes and develop or integrate the next innovative technologies. Through the combination of process development and engineering expertise, we create synergies to deliver the next evolution of biomanufacturing.

Job Purpose:

In this fast-growing company and industry, we are always looking for new collaborators who want to advance their careers, have a meaningful impact, and lead innovation to help deliver **“Biologics for All”**. We are looking for an experienced **Senior Account Manager** to develop our business in **North & Central Europe** (**Based in Europe** (preferably Germany, Benelux or Nordics)), you will join a collaborative team full of passionate change-makers. You will be reporting directly to the Head of Sales.

As our next **Senior Account Manager** you will be **“The Face of Univercells Technologies” for our customers**. This position will, with the other members of

Univercells Technologies' sales team, be responsible for the establishment of the company as a leading supplier of biomanufacturing processes equipment and single-use products to the Bioprocess market (Cell & Gene Therapy, ATMPs, Vaccines segments). This position will provide a self-starter, single contributor with excellent communication and people skills the opportunity to build and nurture successful long-term customer relationships.

You will be responsible for setting and achieving aggressive sales goals, multi-tasking, traveling extensively and providing creative input. This role is for a direct salesperson with extensive experience in the Bioprocess market, and with experience dealing directly with Pharmaceutical and Biopharmaceutical accounts within **Central Europe & Nordics**

territories. An in-depth knowledge of the sales process in these types of accounts is essential.

This is an exciting opportunity for a self-motivated, hard-working professional willing to contribute to our mission (Biologics available and affordable to all), and join an innovative company with aggressive goals and the determination to succeed. As a Senior Account Manager single contributor, you will be responsible for the achievement of the sales targets with strong prospecting skills in a direct sales role and establishing successful long-term customer relationships.

Key Responsibilities:

You will be in charge of Central & North Europe territories(Benelux, Nordics, Germany, Austria, etc). You will manage an innovative portfolio of products and solutions for **Gene Therapy, Vaccines, and more broadly ATMPs manufacturers**

Develop, set, and achieve aggressive sales and profitability targets in the defined sales region.

Manage territory targets with strong prospecting skills in a direct sales role in order to successfully generate and close opportunities.

Structure and negotiate agreements.

Analyze and articulate customer and market needs, prospecting all categories of BioPharma accounts from discovery, PD to manufacturing including CMOs, developing relationships with customers, and managing customer accounts to meet and exceed sales goals.

Differentiate Univercells Technologies' solutions and offerings, convey compelling value

propositions, and respond to customers' technical questions.

Develop, write, and implement customer-focused sales and business plans based on market knowledge and overall business performance criteria. These plans will include strategic directions and goals established locally, as well as those established jointly with Univercells Technologies' management team.

Prepare and present sales projections and forecasts of sales within the defined area, including planning for the following fiscal year.

Create accurate reports of existing business and maintain an accurate forecast of short-term business opportunities.

Maintain and update CRM customers' information and metrics and report on a regular basis to the regional commercial leadership teams.

Assist in the development and implementation of a tactical marketing plan for the defined sales region.

Provide actionable market and technology insights, gather Voice of Customers. Participate in regional conferences, trade associations, etc.

Frequent regional travels (about 50% but depending on location). Occasional international travel will be required.

Profile:

Minimum of a Bachelor's Degree in a Life Science subject or comparable work experience required.

Gene Therapy and/or Vaccine market knowledge.

Previous experience selling Life Sciences products.

7+ years of experience in a direct sales role and/or Key Account Management role.

Demonstrated ability to work directly with Customers at all levels within the organization from Process Development scientist to CEO, CTO.

Ability to prioritize actions and goals and to successfully progress opportunities along the sales pipeline.

Experience in formally presenting corporate strategies, products, and application solutions to a technical audience is desired.

Excellent communication skills are essential.

Outstanding influencing, interpersonal and networking skills. Self-starter with strong entrepreneurial mindset and excellent negotiating skills.

Solid working experience with MS Office especially Excel and PowerPoint and a CRM database (preferably Salesforce.com) required.

English fluent, German a great PLUS, and other European languages would be an asset.

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