

# Senior Key Account Manager (f/m/d) No: 054/0219

LenioBio GmbH is a privately-owned life science company based in Düsseldorf with the mission to make medicines more affordable and accessible by shortening all steps from discovery, clinical trials to large scale manufacturing of difficult-to-produce proteins. Our customers are all and any scientists in need of protein expression for their respective research areas, such as therapeutic drugs. We launched our cell-free expression kits ALiCE® with an overwhelming response from leading life science companies, while we are still establishing our worldwide sales network via our many regional distributors and a leading worldwide life science distributor. To lead this operation and strengthen our team located in Düsseldorf, LenioBio is currently looking for a Senior Account Manager, who is responsible for maximizing LenioBio's sales revenue through close management of and in collaboration with the company's distributor network as well as developing direct customer account relationships at the decision-making level and with key opinion leaders for large life sciences accounts in Germany, Austria, and Benelux.

## Key responsibilities:

- Close management and continuous training of LenioBio's distribution network
- Develop and grow LenioBio's market share in biotechnology companies and CROs (Contract Research Organizations) for both new and existing customer accounts.
- Continue to develop strong relationships with large Life Science accounts: build the influencer map and build relationships with key decision makers
- Forge strong communication on current high-level projects and coordinate internal activities within the Sales Team to manage accounts at a company-wide level
- Provide accurate monthly forecasting, updates and next steps within the company's ERP system on a weekly basis and submit internal approvals
- Create and conduct presentations to customers, inform customers of marketing programs, digital content and participate in conferences, fairs and other relevant events.
- Participation in the development of marketing campaigns that are customer specific and create and update briefing documentation for any executive leadership meetings
- Budget planning for the company's sales operation

## Your profile

- At minimum a Bachelor's degree in life sciences-related field, while higher degrees are preferred
- Technical strategic account sales profile with hands-on experience in life science research, and at least five years in a sales related role and management of distributor networks.
- Strategic Accounts expert who is results driven, energetic, effective, a self-starter with a strong motivation for sales, with excellent verbal and written communication and presentation skills and who can excel in an international sales environment
- Strong experience within the biotechnology or life science sectors, vertical with a solid network in strategic biopharmaceutical accounts
- Technologically aware and up to date with strong knowledge of and focus on the customer, market and competitive technology
- Ability to assist in building and leading sales cycles for client accounts
- Ability to engage in business relationships with individuals, groups and all stakeholders and in possession of excellent teamwork skills to engage and coordinate with internal team members
- Proven ability to lead, manage, develop and mentor reporting staff
- Must be fluent in English and German
- Ability to travel approx. 40%

This is an opportunity to work with highly motivated colleagues in a science-oriented, creative and dynamic environment. We offer a competitive salary, excellent benefits and significant career development opportunities. Everyone is welcome—as an inclusive workplace, our employees are comfortable bringing their authentic whole selves to work. Be you. We like it that way.

If we have sparked your interest, we are looking forward to your application.

For a first personal contact, please call our HR consultant Mrs. Silke Beaucamp (+49-151-25327721, [sb@beaucamp-unternehmensberatung.de](mailto:sb@beaucamp-unternehmensberatung.de)). Please send us your significant application documents by stating your salary expectations, reference no 054/2019 and the earliest start date as a PDF file to the following address: [careers@leniobio.com](mailto:careers@leniobio.com).

We will handle your application with all due confidentiality and ensure that any restrictions are observed.