

Looking for a new position? In a growing and challenging market?

ProductLife Group is the European industry-leading specialist service provider for the Life Sciences industry, focused on delivering high quality professional services in the areas of Regulatory, Safety, Quality, Process alignment and Medical services. All ProductLife Group's services are targeting support for comprehensive compliance and safety throughout the product life cycle, therefore enabling continuity and productivity of product development and subsequent processes.

We are now seeking a Key Account Manager responsible for developing PLG business to achieve targets in accordance with the group strategy and corporate Sales SOP.

The Key Account Manager collaborates with European colleagues, Sales Director and provides support to the development of the Group's customer base in Europe. The Key Account Manager contributes also to all marketing actions in Europe and abroad when requested.

Primary Responsibilities

- **Presales Prospection :**
 - o Identify relevant new contact names to sustain potential sales development
 - o Represent the company during any occasion : e.g. phone calls, meetings, recruitment, social networks ...
 - o Contributes to expanding the customer base and provides prospect and customer intelligence
 - o Contributes to sales individual plan updates

- **Sales :**
 - o Identifies sales opportunities in prospects and known customers
 - o Ensures correct qualification of every opportunity
 - o Writes (if needed in collaboration with an expert) every proposal and obtains validation of every proposal prior to sending it to customer (eg Technical, financial, planning and HR aspects)
 - o Prepares all relevant documents and communicates these to the head of delivery who ensures billing is performed in accordance to the proposal or latest updates
 - o Delivers proposals within the customer's pre-defined timelines and follows up on every proposal with the customer to obtain quick signature
 - o Ensures customer satisfaction in collaboration with delivery and finance
 - o Liaises and provides support to European colleagues to enhance the Group's strengths and commercial successes as much as it is useful.
 - o Development, implementation, and achievement of annual sales and accounts sold goals
 - o Implement and execute sales programs and pricing strategies
 - o Build and maintain close working relationships with the key client contacts
 - o Provide reports and accomplishments recap to Sales Director
 - o Utilize technology provided to conduct business in an efficient manner

- **Marketing**
 - o Contributes to the writing of marketing tools : e.g. business case, emailings , leaflets...as and when requested
 - o Contributes to country marketing plan and updates
 - o Active member of a minimum of one professional association with the aim to expand his/her network and to promote PLG.

- **Tools and reporting :**
 - o Ensures that CRM tools are updated every week with all relevant events to ensure a good tracking on every account: new contact, visits, new opportunity, WON /LOST, HR requirements, correct dates...
 - o Stores every relevant sales document (proposal, calculations, ..) on the shared drive or any tools used to this meet this purpose
 - o Liaises with operations to keep informed on the day to day operations and inform in return on any relevant information obtained.

Candidate profile

ProductLife Group supports the principle of Equality and Diversity in employment and opposes all forms of unlawful or unfair discrimination on the grounds of any form of protected categories.

- Education: Bachelor or higher degree in Life Science related fields/Sales
- Experience: Minimum of 5 years of work experience in sales in a Life Science activity

Key skills

- Goal oriented
- Excellent organisational and interpersonal skills
- Autonomy and ability to work in Group
- Excellent analysis and creativity skills
- Effective oral and written communication skills
- Excellent relationship skills, empathy and dynamism

Core competences

- Ability to prioritize key tasks, focus and take decisions in line with the corporate strategy
- Good English language both verbally and written
- Ability to defend a project and close deals in a moving and challenging environment.

Full training will be provided, and we encourage our staff to attend external courses as appropriate and to join professional organisations.

There will be opportunities for advancement within the company or the wider group for motivated candidates, who have the ambition and potential for growth in our dynamic and international organisation.

Benefits

- Competitive salary package
- Training and development
- International and growing company
- Dynamic environment