



## Towards Safer Therapies

In the heart of the science and business location Heidelberg, GeneWerk GmbH has found ideal conditions for steady growth. For six years, the company with its experienced and motivated staff has been offering NGS-based molecular biological analysis services, especially for companies in the pharmaceutical, life sciences and biotechnology industries. The aim is to advance the development of innovative therapies such as gene and immunotherapies through comprehensive safety analyses. Safe and effective therapies are thus within reach for many diseases.

With the help of the investor Ampersand Capital Partners, GeneWerk will push ahead with its expansion in the USA in order to better serve the rapidly growing American market.

We are looking for a new team member willing to take responsibility for challenging business tasks and to celebrate the success with our great team when we are moving our business to the next level:

## Sales Manager (m/f/d)

### Key Responsibilities

- Achieving sales goals by increasing product/service sales to existing and potential Pharma, Biotech and academic customers;
- Contacting customers to identify growth opportunities within our platform;
- Developing tactical action plans to increase sales to reach budgeted sales objectives;
- Assessing sales potential in order to achieve specific sales targets;
- Maintaining accurate customer data in a CRM;
- Following up on leads and opportunities;
- Preparing and providing timely and accurate reports to the management with information on sales and market activities as well as the current status of major accounts;
- Reporting on financial forecasts for selected divisions and territories;
- Representing of the company at conferences and customer meetings;
- Preparing fact sheets, technology brochures and other sales and marketing materials.

### Key Requirements

- Master/Diploma degree in life sciences or equivalent; PhD is a plus;
- At least one year of professional experience in sales, biopharma, vaccines or cell and gene therapy;
- Rhetorical skills; persuasiveness; self-organisation and enjoying interacting with customers;
- Good team player; results-oriented; open-minded and willing to take on challenges;
- Good written and spoken German;
- Good written and spoken English.

### What We Offer (i.a.)

- Competitive salary;
- 30 days annual vacation;
- Flexible working hours;
- Home office according to prior agreement;
- Flat hierarchies; pleasant working atmosphere;
- Professional and personal development opportunities;
- Job Ticket possibility;
- Company Pension Opportunities.

**We are looking forward to receiving your comprehensive application via e-mail to:**

GeneWerk GmbH, Im Neuenheimer Feld 582, 69120 Heidelberg, Germany | E-Mail: [personal@genewerk.com](mailto:personal@genewerk.com)

We are also happy to answer questions on the phone: +49 6221 42790-13 | Contact Person: Luisa Wassermann