



POSITION TITLE

Account Manager/ Sales Engineer Germany North



Kaye, part of Amphenol Corporation (NYSE: APH) seeks an Account Manager / Sales Engineer for its Germany (North) Region with potential to Nordic Region (Denmark/Sweden/Finland and Norway)

Major Responsibilities

- Building and executing territory Orders & Sales Plan geared towards driving market growth and penetration of Pharmaceutical and Biotech accounts, in a committed manner
- Developing technical and market expertise on products and applications, using this knowledge to provide pre-and post-sales support for key accounts as on site services (IQOQ, Customer Training, on-site product demonstrations & installations)
- Accurately forecasting Orders and Sales bookings on a weekly basis
- Preparing and conducting sales presentations, addressing all relevant areas, up to client's board level
- Demonstrating technical equipment, providing customers with technical pre sales support
- Identifying opportunities in existing and new accounts
- Identifying and targeting decision making and buying centers
- Establishing objectives and action plans for the territory, maintaining up-to-date customer databases
- Developing strong individual working relationships with customers, gaining in-depth knowledge of customer needs
- Developing and maintaining in-depth expertise of key applications in Pharmaceutical/ Life Science markets

- Recommending and participating in trade shows and local industry association

Qualifications

- Bachelor's Degree in business administration and/or Electrical/Electronic Engineering
- Minimum of 3 years' sales experience, especially in process or analytical instrumentation into the Pharmaceutical Industry or Biotech Industry
- Proven industrial technical understanding and expertise in instrumentation and validation
- Proactive approach to organization of customer visits
- External focus with strong ability to understand customer's business critical processes
- Excellent Problem Solver and Change Agent; can do-attitude
- Excellent verbal and written communication, in particular, sales presentation skills
- Knowledge of customer base in the assigned region.
- Willingness to travel up to 50%
- Ability to providing customers with quotations
- Expertise in winning complex deals, proven strong deal closing capabilities
- This is a home-based role and the ideal candidate is likely to live in Northern Germany
- Fluent in German, English (additional Nordic Language is an advantage)

Desired:

- Knowledge of Validation and regulatory guidelines, like GAMP and FDA 21 CFR Part 11, Data Integrity

In exchange for your expertise, we offer a generous base salary along with a variable compensation program commensurate with achieving pre-determined goals. Working from home, we provide a mobile phone, laptop, internet and car along with an enhanced benefit package. Our sales force experiences minimal turnover as direct result of our professional culture, support and team environment.

Don't let this great opportunity pass by - come join our team and apply today! Kaye is an Equal Opportunity Employer.



Please submit your CV with salary expectation and potential starting date to Jobs-Pf@amphenol-sensors.com