

Confidential Job Description | P8420-AS-6-10-2021

## Sales Manager (m/f/d)

**Our client is BioEcho Life Sciences GmbH, an unequaled innovative company in the field of Genomic Sample Preparation.**

BioEcho Life Sciences was founded in 2016 by a team of exceptionally skilled Executives with exceeding managerial expertise and an excellent R&D know-how and experience as for the isolation and processing of DNA and RNA. Over the past 5 years, BioEcho has successfully and sustainably pursued its goal of revolutionizing the field of genomic sample preparation, an area where innovation hasn't been seen for decades.

With their products they overcome the limitations of common methods in molecular diagnostics and molecular biology, while they keep on forming the company and providing an environment that is entirely committed to sustainability.

### **BioEcho's technological solutions were unthinkable until recently**

Core technologies include dramatically simplified isolation procedures for nucleic acids in a single step, which forms the basis of BioEcho's portfolio of kits for purification and processing of DNA and RNA. Furthermore, the pipeline is packed with more interesting products ready to enter the market.

### **BioEcho - the pioneer of sustainability in molecular biology**

BioEcho is consistently committed to encouraging ecological responsibility.

Even more, sustainability, environmental compatibility and user health have been a focus of BioEcho since the moment of its foundation and this commitment is tangible and lived throughout the company.

With their products they prove that plastic waste can be reduced, packaging materials can be recycled, and the use of hazardous materials can be minimized.

Therefore, BioEcho Life Sciences undoubtedly is a pioneer company to introduce sustainability to modern molecular biology labs.

This fast growing company is looking for a **Sales Manager (m/f/d)** who strengthens the Sales Team in Germany.

### **How you will make an impact:**

- » You generate leads and qualify prospects to successfully reach sales targets in the designated territory.
- » You are responsible for execution of strategic and tactical sales plans.
- » You contribute to business plans including budgets, forecasts and sales activities.
- » You plan and coordinate for national and local conferences.
- » You support product development by providing user feedback on specific applications, market insights, and competitor analyses.
- » You advance new market opportunities and establish a solid user base and levels of penetration in the designated territory.
- » You report to the Director of Sales – Europe.

### **This job might be for you if:**

- » You have a Master's degree in Life Sciences (PhD is a plus) and about 2-3 years of sales experience in selling to the research, clinical and/or diagnostic markets at high levels within the customer organization.
- » You gained deep knowledge of molecular biological methods.
- » You enjoy to build-up and maintain strong networks within the specific markets.
- » You are motivated, energetic and enthusiastic. You pay attention to details, while keep focused.
- » You enjoy solving problems. You love taking on challenges and finding creative solutions. You like learning new things, and you learn them quickly.
- » You're going to take ownership of your organization and time.
- » You communicate clearly in German and English. You write well. You speak eloquently. You can explain anything to anyone.

### **What BioEcho offers:**

- » A start up feeling with short communication channels and flat hierarchies.
- » Flexible working hours and home office solutions.
- » Products with real benefits to your customers.
- » Fun at work with a friendly, energetic and dynamic team.
- » Exciting opportunities for further development and promotion due to their quick and sustainable growth.
- » Attractive remuneration and a permanent employment contract.
- » Regular team events.

**Employment start:** As soon as possible.

**Location:** Germany West/South, home office based.

**Do you want to work in a highly motivated team, be a crucial partner to achieve the company's goal and become part of a success story of this visionary company?**

**Take the chance to complement BioEcho's team as their new**

**SALES MANAGER (m/f/d)**

### **GET IN TOUCH**

Daniela Schilz | Managing Partner

Mobile +49 170 5515301 | [daniela.schilz@dcz.de](mailto:daniela.schilz@dcz.de)

DCZ Executive Search GmbH

Fon +49 211 99364 225 | [www.dcz.de](http://www.dcz.de) | Gerresheimer Landstrasse 127 | D-40627 Düsseldorf