

Account Manager BioPharma - DACH (m/f/d)

Freiburg im Breisgau, Germany

CYTENA is a young and fast-growing high-tech start-up dedicated to cutting-edge single-cell and liquid handling technology for lab automation in Freiburg. More than 15 of the top 25 pharma companies use our products to generate cell lines for the manufacturing of biologicals. Since 2019 CYTENA is part of the CELLINK Group.

CELLINK is a global leader in developing and delivering life-science solutions, equipping hundreds of labs and thousands of scientists worldwide with cutting-edge technologies that fuel groundbreaking scientific breakthroughs.

We are driven by three mantras: **passion, inspiration, and persistence.**

We are looking for an **Account Manager BioPharma** in **DACH** to join us on the road to success.

Responsibilities

- Be the face and spirit of CELLINK for the CYTENA portfolio in DACH
- Foster and develop new relationships within Biotech, Pharma and Academic institutions
- Identify business opportunities by targeted prospection and close new business deals
- Give compelling live and remote demonstrations and presentations to prospects
- Organize customer workshops and represent our company at scientific conferences
- Work with the marketing team to drive initiatives, enhance campaigns, and build material
- Partner with internal teams to manage tenders and requests for information in a timely manner

Qualifications

- M.Sc. or B.Sc, minimum qualification in life sciences
- Previous experience in consultative Sales and Account management in a related field
- Application experience in Microscopy or Life Cell Imaging is a plus
- Knowledge of the Single Cell Omics and/or Liquid Handling market, along with hands-on experience is an advantage
- Come up with an existing network in Biotech, Pharma and Academic institutions
- Excellent presentation and communication skills with affinity for new technologies, laboratory equipment
- Autonomous, initiative-taking, responsible, involved and results-oriented personality
- Confident negotiator with the ability to close the deal, creative, out-of-the-box thinker
- A keen understanding of technical capacity ("hands-on" mentality)
- Affinity for business travel
- Business fluent in German and English

Do you want to join a company that develops sophisticated, cutting-edge products for the life science industry? Do you love to work in an interdisciplinary and international team of highly skilled, young, and energetic people? Make an impact and come to sunny Freiburg to join us building the lab instruments of the future!

Please send your comprehensive application, including job title, your salary expectations and the earliest possible starting date, as a single pdf-file by e-mail to: careers@cytena.com



At CYTENA, we don't just accept difference – we celebrate it, we support it, and we thrive on it for the benefit of our employees, our product, and our community. We are an equal opportunity workplace and will always pride ourselves on being a collaborative environment.

Become part of the CYTENA story!