

Sales Account Manager Benelux & France – DSM

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Company: LUMICKS

Location: Netherlands

Category: business-and-financial-operations

Sales Account Manager Benelux & France – DSM

Introduction

Job Description

The Sales Manager Benelux & France role is an exciting opportunity to take LUMICKS' ground breaking technology and create a strong market in the Benelux and France. This role will be part of the DSM (dynamic single molecule) European team. Responsible for commercializing the DSM optical tweezer products which include the C-TRAP® instruments and reagents.

LUMICKS is looking for an individual who lives and breathes sales of complex capital equipment. The candidate will be an independent thinker, able to take a complex technology, understand the customer in depth and pitch insightful ideas to motivate a customer into action. The candidate will assume complete responsibility for the full sales cycle of LUMICKS' DSM products throughout the territory. In this role you are expected to research the market, research target customers, understand the customer, pitch insightful ideas to generate new opportunities, qualify new opportunities, move sales through the sales cycle to close in all appropriate markets. You are expected to work very closely with your local Field Application Scientist to technically qualify opportunities in your sales pipeline, teamwork will be key. You may also be required to work with marketing on appropriate campaigns to generate awareness of LUMICKS products.

What are my tasks and responsibilities?

Develop the strategy and tactics for commercial success in the territory

Research potential customers to understand how LUMICKS products will impact their work

Prospect for new customers using all possible techniques including phone calls, emails, social media, networking with a strong determination and will to win.

Qualify new sales opportunities and create a customer mobilizer to work for you inside the account

Work closely with your Field Application Scientist to technically qualify sales opportunities to remove competition and ensure opportunities are easy to forecast

Own the sales cycle from start to finish and coordinate company resources to enable you to achieve your goals in the shortest possible time scale.

Strong ability to influence deals and outcome of meetings.

Maintain continuous positive relationship with current customers to ensure their success and to generate a positive impression of LUMICKS products in the market

Attend regular conferences and trade shows to network, show off LUMICKS technologies, generate leads and showcase the company as novel, innovative and groundbreaking

Provide feedback from the field to sales management about market dynamics and product performance to foster our thirst for continuous improvement and market alignment

What about my skills & competencies?

3+ years of experience in selling complex capital equipment

Strong ability to understand customer and create insights that mobilize customer activity

MSc or PhD, in an appropriate life science field preferred

Working and in depth knowledge of the life science research market and the key accounts in the assigned territory

Knowledge and training in techniques used to sell complex capital equipment such as Challenger Selling, Spin Selling, Consultative Selling or Miller Heiman

Excellent communication and interpersonal skills, and professional demeanor

Motivated, self-driven, goal-oriented, energetic work ethic and an outstanding team-player

Strong organizational skills, and ability to multitask

Ability and interest to travel extensively

Travel requirement 50%

About LUMICKS

LUMICKS is a next-generation life science tools company focused on enabling more efficient research, drug development, bioprocessing, bioproduction quality control, and patient treatment. For the first time ever, our unapparelled solutions can assist research by directly linking structural and 'omics analysis to functional outcomes at both a molecular and a cellular level. This is achieved by applying and measuring forces around biological interactions, enabling the detailed real-time analysis of underlying biological mechanisms.

Why Join?

Autonomy, ownership & responsibility

Be the leader of your own projects, and own them like no other. Whether you're developing software or business, you are responsible for your work and the direction it goes.

Growth opportunities

With new positions opening up weekly and the company still growing exponentially, there are lots of opportunities to broaden your skill set.

Flat organization & open culture

At LUMICKS engagement is key. We try to align everyone on our dreams and strategies to unlock single-molecule and single-cell research.

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