

EMEA Account Manager – Plasma

You are interested by taking on new technical challenges, enrich your experience and evolve in an innovative environment?

Join our specialized teams in IoT and connected health as EMEA Account Manager - Plasma!

Ensuring a constant supply of quality products is a major public health challenge in every country. With the power of the IoT, Biolog-id has developed solutions to manage and trace sensitive health products in various fields including Transfusion Medicine, Plasma Fractionation & Oncology.

Biolog-id is more than 100 employees worldwide in 7 operational centers (2 in France, United States, Australia, Italy, Spain and India) sharing the culture of innovation and skills in new technologies and professions (embedded software & electronics, mechanics, mobile applications, web, database...).

As part of its evolution, Biolog-id reinforces its EMEA Sales Team. In contact with innovation in the field of health, you will be able to evolve in an international group with a human size.

Your mission is to develop and expand Biolog-id business across EMEA by identifying sales opportunities and selling our solutions adapted to the field of plasma fractionation. You are accountable of the strategic plan for EMEA and drive success in the following areas: territory sales planning, commercial development, process management, pricing, negotiation and the closing process. You will act as project manager and work closely and collaboratively with other departments to drive adoption and usage of Biolog-id solution for plasma, as well as to understand future requirements to accelerate demand for the plasma solution in the market.

You must be highly organized and autonomous with an entrepreneurial mindset; skilled and thorough in delivering sales presentations, onsite visits and solution introduction to prospective clients.

Main responsibilities

- You will develop and execute the EMEA Sales Plan and specific project plan for key accounts
- As a recognized principal contact, you will be responsible for key plasma fractionator accounts across EMEA and infuse Biolog-id's image and reputation within this industry
- You will work closely with prospect stakeholders to drive market adoption of Biolog-id solution in plasma
- You will develop long-term strategic relationships with decision makers from plasma industry for new and established accounts in cooperation with Executive Director - Sales
- You will prepare sales contracts and routes for approvals
- You will ensure the loyalty of key customers by taking into consideration a strategic vision of their needs on the market,
- You will coordinate and perform economic and competitive analysis
- You will achieve sales goals and KPIs
- You will develop accurate sales forecasts and reports
- You will suggest process improvements for faster and efficient decision-making and action-oriented reporting.
- You will coordinate the company's initiatives for that business and territory

- You will travel up to 50%

Preferred Educational Background

- BA/BS or MS or equivalent degree in IT solutions and / or with proven professional experience in the sales of complex solutions (mixing IT-Hardware-Software and multiple stakeholders), in plasma fractionation industry. Profiles from pharma industry will also be studied.

Preferred Experience Background:

- Ability to enhance and sell our solutions to senior decision makers,
- Good personal organization and ability to work transversally with the other departments involved in the sales process,
- Ability to effectively communicate and influence internal and external audiences, using both oral and written communication skills.
- You speak English fluently, other languages a plus (German, French, Spanish)

Knowledge, Skills and Abilities

- Minimum 5-7 years of Key Account Management experience in plasma industry, ideally for IT and/or complex solutions.
- Excellent verbal and written communications skills
- Must be comfortable working in a start-up environment, where everyone must have the “roll up your sleeves” and get it done attitude
- BS/BA or MS degree

Location:

- Any main city in Europe

Seniority Level

- Mid-Level

Reporting

- Executive Director – Sales (Europe)

Employment Type

- Full-time

Job Functions

- Sales
- Business Development

Equal Employment Opportunity

Biolog-id is an Equal Opportunity Employer committed to a diverse workforce. Biolog-id, will not discriminate against any worker or job applicant on the basis of race, color, religion, gender, national origin, ancestry, age, sexual orientation, marital or civil partnership status, pregnancy, gender reassignment, non-job related mental or physical disability, genetic information, veteran status, military service, application for military service, or membership in any other category protected under law.