



Job posting | permanent employment | fulltime | f/m/d

Sales Representative

Are you looking for an exciting commercial challenge in a scientific environment? Do you want to contribute your strengths and visions to an innovative company in the future-oriented biotechnology sector? Are you looking for a top team with a strong sense of team spirit? Then join our team as soon as possible as International Sales Representative (m/f/d).

c-LEcta is a fast growing, young biotech company based in the vibrant city of Leipzig. Our key markets are biopharma and food for which we supply customized enzymes and microbial strains. While using your solid experience in the sales & marketing of explanation-needy biotechnological products you will be responsible for developing and maintaining business relationships with our key customers in the biopharmaceutical industry.

Key responsibilities

- Acquisition of new customers and expansion of customer base in B2B biotech and pharma markets
- Managing existing accounts
- Contract negotiations with customers
- Supporting market research to identify regional business opportunities
- Acquisition and expansion of market intelligence around product applications / customers
- Supporting revenue forecasting and market model and business case building
- Representing c-LEcta at international congresses and trade fairs

Required Skills

- (Academic) Degree in Biochemistry/Biology/Biotechnology or comparable education and experience in pharma or biotech industries
- Experience in using digital CRM-Tools for lead generation and account management
- Keen interest or initial experience in technical sales processes
- Excellent German and English language skills (spoken and written), additional language of advantage
- Considerable communication, sales and negotiation skills combined with a strong interpersonal/intercultural sense
- A pro-active, ambitious self-starter who can operate both independently and as part of a team; positive, flexible and creative problem-solving attitude

Your Benefits

- Interesting and diversified tasks in an internationally operating biotechnology company
- Fair remuneration and additional benefits
- Flexible working hours, mobile working models
- Flat hierarchies
- Opportunities for professional development and personal growth
- team-oriented working environment

Your Application

Convinced? Then please apply by specifying your salary expectations and your desired starting date at: jobs@c-LEcta.com

For any questions about c-LEcta and this position please get in touch with us.



Heike Kutschke

Head of HR

Phone +49 (0)341 35521414