

## Life Science Sales Professional EMEA

Computomics is looking for an experienced life science sales (pharma) professional with a proven track record of success in gaining and retaining customers with specific expertise in high-value, strategic, technical sales of software, SaaS and custom data analysis solutions. You're a team player who is proactive in supporting colleagues but can also work autonomously in accessing and organizing customer interactions.

Above all, the right candidate enjoys the customer interface and working with, influencing, and developing people to achieve their potential and company objectives and be willing to travel extensively.

### Your key responsibilities are:

- ▶ Work with sales director to develop specific annual growth plans in the pharmaceutical industry
- ▶ Maintain an effective time and territory management plan
- ▶ Present business and technical (software) product information
- ▶ Identify customer needs and trends
- ▶ Follow up enquires and leads
- ▶ Maintain customer information utilizing approved information tools and technologies (CRM)
- ▶ Timely update to opportunity funnel and weekly forecast updates
- ▶ Healthy funnel management through continual prospecting efforts and the ability to increase business in key accounts throughout different divisions
- ▶ Executing account mapping and strategy to identify key players within each account
- ▶ Identifying and qualifying specific projects and opportunities within designated accounts
- ▶ Networking within designated accounts to fully understand their needs
- ▶ Closing business opportunities and working well with multidisciplinary teams
- ▶ Developing proposals to provide solutions to customer's needs
- ▶ Monitoring sales growth and new opportunities within designated accounts

For more information,  
please contact:

Ina Gerber  
Business Administration  
Manager

+49 7071 568 3995

ina.gerber@computomics.com

<https://computomics.com>

Send your application to:  
careers@computomics.com

Computomics GmbH  
Eisenbahnstr. 1  
72072 Tübingen  
Germany

## Quick Overview

<b>Founded</b>	2012
<b>Origins</b>	Max Planck Institute for Developmental Biology and University of Tübingen Spin-off
<b>Managing Director</b>	Dr. Sebastian J. Schultheiss
<b>Domain</b>	Crossroads of plant genomics, bioinformatics
<b>Solution</b>	Custom data analysis for crop breeders, bioinformaticians and quality controllers in plant biotech, breeding and crop protection
<b>USP</b>	Algorithms and solutions for polyploid plants at the forefront of scientific development
<b>Headquarters</b>	Tübingen, Germany

## Position Requirements

University degree in life sciences or other relevant field. A minimum of three years selling experience within the pharmaceutical industry with key account management experience.

The right candidate will ideally have EMEA experience and should be willing to travel for a minimum of 60% and willing to initially train on-site in Tübingen.

## Our Unique Qualities

- ▶ We use validated methods and quality controls at every step
- ▶ Our results are reproducible and accompanied by a detailed report
- ▶ We are independent of sequencing providers, technologies and commercial software companies
- ▶ Our analyses are customized to client needs with proprietary algorithms and award-winning open source tools
- ▶ We guarantee the security of client data

## Our Vision

We bring sustainable economic success to our clients by enabling them to produce stable, added-value crops, thus contributing to resource-efficient agriculture that can feed the planet.

## Our Values

- ▶ Passion for our products and for our work
- ▶ Amicable, collaborative, honest relationships with our clients and with each other
- ▶ Respect towards everyone and towards the environment
- ▶ Efficiency and the desire to improve

## Our Mission Statement

We founded Computomics so farmers and breeders can reap the benefits of our machine learning technology.

Using multiomics technologies, we unlock the diversity of biological life to allow data driven decisions, thereby accelerating global agricultural development.

We focus on agricultural biotech, breeding and food & beverage companies. Our services are used by breeders, by bioinformaticians and by researchers.

## Working for Computomics

Computomics offers the opportunity to work in an entrepreneurial, open, and intellectually challenging culture. We are a diverse team that's located around the world. We focus on quality and professionalism and aim to have amicable relationships with our clients, our partners and among ourselves.

We prefer ownership over hierarchy, and we facilitate learning and venturing. We work with bright, talented people in a challenging, diverse, and rapidly evolving domain.

At Computomics, we foster the combination of innovation and focus; we combine accountability with responsibility, and encourage initiative, teamwork and respectful, candid and open communication.

As we grow our organization, we want you to grow with us; you'll find opportunities for self-development. Working for Computomics is a great way for you to become part of a company where you will make a difference.

*Computomics Management*  
Dr. Sebastian J. Schultze

*Scientific Advisory Board*  
Prof. Dr. Dettlef Weigel  
Prof. Dr. Daniel Huson  
Prof. Dr. Gunnar Rättsch  
Prof. Dr. Karsten Borgwardt

*Strategic Advisory Board*  
Harald Fuchs  
Reinhard Hamburger  
Dr. Michael Krohn

*Legal*  
Computomics GmbH  
Tübingen, Germany  
Commercial Register  
AG Stuttgart, HRB742810  
EU VAT ID DE286347612