



## Sales Manager (m/f/d) (full-time)

### Life Sciences – B2B

BioAnalyt revolutionizes how nutrients are measured: What previously was only possible in an expensive laboratory can now be done quickly and inexpensively with our mobile laboratories. We work with global organizations (i.e. Nestlé, BASF, DSM, UNICEF, WFP), universities and hospitals, as well as local industries and organizations. Our mission is to make nutrients visible in food and body by democratizing nutrient testing.

To successfully expand further sales activities, we are seeking for the earliest possible date a **Sales Manager (m/f/d) for a full-time** position based in Teltow/Berlin. Our ideal candidate is goal-oriented and has a deep knowledge of sales and customer service best practices. If you have exceptional organizational skills and draw energy from being part of a team, we would like to meet you. Ultimately, you should be able to contribute to high quality customer service and achieve sales targets.

In this role, you are part of our Sales and Marketing Team and will be primarily responsible for both existing and prospect customers. You work intensively on the planning of international sales from an operational as well as strategic point of view. You will ensure the continuing positive progress of sales and profit by directly establishing and expanding customer contacts. This also requires independently conducting contract negotiations and managing international relationships.

#### Your tasks:

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- Managing relationships with assigned customers by deepening customer insights, understanding of customer needs and strategically assessing opportunities.
- Developing customers and prospect new business.
- Promoting a culture of innovation and pro-actively initiating customer projects.
- Co-ordinating with Marketing to capture customer and market trends.
- Preparing sales reports to monitor and optimize sales activities.
- Maintaining a high level of relevant domain knowledge in order to have meaningful conversations with prospects.
- Presenting products/services in a structured professional way face-to-face or via video calls.
- Processing and monitoring customer inquiries, quotes, orders.
- Reporting to Sales Team Leader.

#### Your profile:

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- Business degree with passion for life sciences or Life Sciences degree with business administration training.
- 4 years of practical sales and/or customer care experience in a B2B environment.
- Experience within the life science, lab service, food/nutrition sectors (ideally).
- Fluent in English, intermediate in German, additional language is a plus.
- A keen affinity for intercultural know-how as well as an enjoyment of working within an international start-up atmosphere are a must.
- A heightened sense of the client's requirements, as well as the ability to communicate at the top management level, are required.
- Excellent MS Office skills and affinity with CRM systems.



**What we offer:**

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- The spirit of a small and fast-growing company offering the opportunity to take on responsibilities, bring in own ideas and manage work time flexibly.
- You will operate in an international environment, working in a passionate and young team of different nationalities.
- You will work with international leading customers in a B2B environment.
- You will receive ongoing personal development and leadership.

**Starting date: ASAP**

**Contact:**

Are you interested in the position? Then send us your application including cover letter, curriculum vitae, salary requirements and references to: [career@bioanalyt.com](mailto:career@bioanalyt.com).

If you have any questions, please contact Cathleen Friedrich at +49 3328 351 5025 - you will work closely with her and she looks forward to getting to know you.