



# Account Manager Biopharm & Single Use Specialist (m/w)

## (Process Filtration & Single Use Products)

**Together, we can build a state-of-the art Life Sciences Sales Team**

With annual sales exceeding \$13 billion in fiscal year 2013, Parker Hannifin is the world's leading diversified manufacturer of motion and control technologies and systems, providing precision-engineered solutions for a wide variety of mobile, industrial and aerospace markets. The company employs approximately 58,000 people in 49 countries around the world.

Our Account Manager Biopharm will be primarily focused on the Swiss Biopharmaceutical Industry for the promotion and sales of filtration & single use products and systems.

### Key Responsibilities:

- Meet or exceed an annual sales target. Sales targets are achieved via direct sales activity with customers.
- Establish strong relationships with end-users to successfully promote Parker's technologies and capabilities.
- Facilitate technical support to develop or to support solutions that meet or exceed the customer's expectations.
- Position, present and demonstrate Parker's system and consumable technologies within our customers' process development and manufacturing groups. This is achieved by one-on-one meetings, technology seminars and/or technology demonstrations.
- To use strong opportunity management skills and an ability to work with various functional support groups (Business Development, Marketing, New Product Development, Technical Support Group etc.) to ensure that the customer's need is addressed in a timely and economical manner.
- Coordinate pre-sales project-related activities with all relevant parties on critical projects to successfully close sales opportunities.
- Facilitate the introduction of new products and technology.
- Establish professional customer/supplier relationships with key personnel in the Biopharm market (purchasing, engineering, manufacturing, quality assurance, management, and other key personnel).
- Provide annual, quarterly and monthly sales plans and projections to achieve the required sales growth.
- Provide written and verbal communication covering the status of the territory goals and objectives in a timely fashion.
- Maintain a high degree of technical expertise through product and application knowledge.

### Qualifications, Skills & Experiences :

- University Degree in Life Sciences.
- 2-5 years of field sales experience with biopharmaceutical process development/manufacturing, biologics manufacturing, promoting filtration & single use technologies.
- Demonstrated experience creating and delivering technical presentations, customer relationship management, written customer correspondence, and technical sales.
- Proven experience working with cross functional teams, customer relationship management with all levels of an organisation and presentation.
- Excellent interpersonal and communication (oral and written) skills.
- Service oriented and result focused.
- Energetic and self motivated.
- Ability to work as both a self-starter and as part of a team.
- PC literacy is essential.
- Fluency in English and German is required, French would be an asset.

This is a rare, outstanding opportunity to join a market leading company at an exciting stage of their development and add real value.

To apply please send by email your CV to [Human-resources.CH@parker.com](mailto:Human-resources.CH@parker.com)



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**ENGINEERING YOUR SUCCESS.**