

The Company

Büchi Labortechnik AG with headquarters in Flawil, Switzerland, is a leading solution provider in laboratory technology for R&D, quality control and production worldwide. Founded in 1939, Büchi serve a wide range of industries such as pharmaceuticals, chemicals, food & beverage, feed, environmental analysis and academia. With a worldwide network of 18 subsidiaries and support centers, as well as over 80 qualified distribution partners, Büchi ensure proximity and global reach.

On behalf of **Büchi Labortechnik AG** we are now seeking an Account Manager, who will be responsible for building the business in Sweden. You can read more about the company at www.buchi.com

About Büchi in Sweden:

Büchi will as in Denmark be a fully owned subsidiary of Büchi Labortechnik AG. A team of sales and service specialists is available to support our existing customers and advise potential new clients. The field activity is supported from Germany by customer service, marketing and finance functions.

Account Manager Sweden, Laboratory Instrumentation

Convincing solutions direct from the market leader

- Build and execute the sales encompassing academic, industry and government markets
- Clients within Pharma, Biotech and Academia throughout Sweden
- Generate your own leads and take ownership of inbound leads
- Manage the sales process from initial enquiry through to signed contract

Challenge

As the new Account Manager in Sweden, you bring products to the market from the market leader within solutions for laboratory rotary evaporation. Whether the client operate in R&D or quality control, the solutions that Büchi offer are tailor-made to cover a wide range of distinct needs and achieve highest convenience.

You will be responsible for the development and delivery of a territory business plan for the growth of the Büchi business in line with company targets and goals. You manage existing business and customers within the territory as well as actively seeking out new potential business. You take an active part of the Büchi team meetings and support the business as required.

The solutions are solved together with your clients and in close cooperation with your team colleagues in Denmark and other European Countries. The European Sales Team consists of a group of dedicated sales people and important Back Office functions.

In the position, you actively create your own projects in an entrepreneurial and sales-oriented environment.

You will be responsible to build the business and create the sales where you initiate sales efforts and future portfolio possibilities in Sweden with all the potential clients in the region. You thrive on working in an extremely independent position at the same time as working team oriented to gain success. It will be your responsibility to develop the business as its own brand, ensuring the ambitious growth strategy is utilized fully.

The company offer a unique work environment with great influence and common understanding and problem solving. The right candidate can expect a competitive salary package and good development opportunities. You will report to the Regional Sales Manager of Büchi GmbH. We expect that you have a high-level knowledge of the English and Swedish languages and preferably you read and understand German language. You function well working home-based when not with your customers.

Your profile

You successfully graduated in a natural scientific field of studies or you have a natural scientific or laboratory apprenticeship. You are sales oriented and you actively engage with new bizz as well as existing customers. You enjoy consulting your clients, helping them to realize their individual projects. You have a strong commercial mind and eventually a proved track record of winning business.

Key words for your personality is self-driven and able to work remotely with a positive and supportive attitude to both internal and external customers. You are outgoing and an active team player. In the field, you are energetic and enjoy sales and the daily work with your clients. You possess a commercial drive in everything you do.

Your skills include sales with strong motivation for the sales performance and demonstration. You provide significant bottom line sales results and you succeed with professional Account Management. You have already a relevant network of potential accounts and relevant contacts in the Swedish Pharma, Biotech and Academia field.

You possess a winning personality and you enjoy acting as a role model. You have insight knowledge of both the public and the private Life Science segment. You understand the culture and the mechanisms in the business, which is vital for the decision-making processes in the market. You are flexible and enjoy being in an at times hectic environment, often with diversity and many activities. You have great skills being a strategic negotiator with primary attention to pricing and customer counselling.

Application

Best Talent is responsible for the hiring process and review your documents on a confidential basis.

If you would like to apply for this position, please forward your application and/or your CV in English or German marked "1677/Account Manager Sweden" by e-mail to job@besttalent.dk. The process will be closed as soon as we have the relevant candidates. Expected start date beginning of 2020. You can read more about Best Talent on www.besttalent.dk.

