

Sie haben bereits Erfahrungen im Umgang mit Software für Versuchstierhaltungen?

Sie möchten sich gerne verändern und eine neue Herausforderung annehmen?

Sie haben Spaß am Vertrieb – daran, neue Menschen kennenzulernen und unsere Tierhausverwaltungssoftware in Europa bekannt zu machen?

Die a-tune software ist ein mittelständisches Softwarehaus mit Niederlassungen in Darmstadt/ Deutschland (Hauptsitz), Jonestown/ Texas und Brisbane/ Australien. Wir sind darüber hinaus auch in Frankreich, dem Vereinigten Königreich und Asien vertreten. Daten- und Prozessmanagement in der Forschung sind unsere Kernthemen.

Forschungsorganisationen aus der ganzen Welt setzen unsere Software ein, um Heilmittel und Impfstoffe für Krankheiten wie z.B. COVID-19, Krebs usw. zu finden.

Wir gestalten die Zukunft unseres Unternehmens und suchen zum nächstmöglichen Zeitpunkt ein neues Teammitglied für **Business Development/ Akquise**.

Because English is essential for the role, the advert will continue in English.

Your role at a-tune

To support our growing activities in Europe we are seeking a full time professional to join our European sales team.

Taking responsibility for business development within targeted areas across Europe you will ideally have fluency in English and French and /or German.

Day to day responsibilities include making initial contact with customers by phone and e-mail, introducing them to the a-tune tick@lab software and exploring their needs and requirements in this area to drive business growth and product sales.

Other responsibilities include planning product demonstrations, attending meetings with the sales manager (where appropriate), and expanding your product knowledge to further grow within the role.

The role is a virtual one, based from home with limited travel, hours are flexible and negotiable. You will be reporting directly to the European sales manager. Our customer landscape includes global pharmaceutical companies, renowned bio-medical research institutes, as well as leading universities.

You

- love tackling challenging tasks and thrive on complex, rewarding relationships
- are customer-focused, with a high degree of social expertise
- have previous experience working within a biomedical facility environment
- enjoy being part of an international team
- have excellent communication skills
- are computer literate

- have a natural ability to easily create rapport and build relationships with people over the phone.
- are a team player; you get involved and are flexible

You're not just looking for any job; you want to contribute, participate and implement your own ideas.

Your skills and qualifications

- Accredited University degree or recognized FELASA / IAT qualifications
- Some experience in sales / business development
- Previous experience in the biomedical pre-clinical arena
- Fluent English (written and spoken) is essential for communicating with our team and customers. German and / or French language skills (written and spoken) are also an advantage.
- Direct communication with our customers makes you tick
- Business trips are no obstacle for you

We want to expand, to become even better, and to advance – which is why we need you.

About us

We at a-tune, with our products and services, help researchers worldwide to invent the future.

We offer you...

- a comprehensive and smooth induction,
- performance-related pay,
- fringe benefits (e.g. capital-forming benefits)
- an extraordinary, international team,
- flexible working times and location (home office),
- we respect your privacy,
- regular team events,
- excellent access to public transportation and highway,
- welcoming, bright office spaces,
- and exciting, varied challenges and development opportunities within our team.

Honesty, cooperation and solid teamwork are of paramount importance to us.

careers@a-tune.com

Mitarbeiter/in im Bereich Business Development/ Akquise

a:tune
make IT simple

We're looking forward to hearing from you!

Have we piqued your interest?

Send us your CV in English, your salary expectations as well as your earliest entry date to:

careers@a-tune.com

attn. Mrs. Alison Hopkins

Ref: 202102/BD