

Distribution Account Manager (m/f), 100%

As a Distribution Account Manager (DAM), responsible for selected distributors in Europe and potentially overseas, you will mainly be tasked to maximize distributor sales revenue through sales-oriented activities, including adding value to products, support of sales promotions and marketing activities. You will be responsible for closely managing and training our distributors to sell bNovate products. You are expected to be part of the sales process at customers, helping the distributors to overcome challenges, secure the planned growth and visit customers, driving the bNovate solutions portfolio jointly with our partners.

KEY RESPONSIBILITIES

- Drive and grow the business in all the aforementioned channels and countries
- Visit distributors and customers, provide sales presentations and product demos for bNovate products, assisted by Applications Managers to technically qualify customers' needs
- To assure growth, you will be expected to:
 - build upon the success of our existing network of distributors through continuous coaching and driving our partners
 - analyze new methods to further develop our market share and capture new customers
- Work towards achieving defined business goals and be measured on a monthly, quarterly and annual basis
- Develop and implement regional and country focused business plans for Sales and Marketing activities
- Maintain accurate forecasts, actively manage the sales funnel and provide regular business reports
- Optimize and utilize our CRM "SalesForce" to professionally manage the distribution partners and provide full transparency to sales and marketing and the bNovate management team

WHAT WE EXPECT FROM YOU

- 5+ years of experience in sales of measuring instruments in cooperation with channel partners
- 8+ years of business experience in general sales
- A proven track record of goal achievement in sales and distribution management
- Technical qualification in the discipline of engineering or natural sciences
- Experience in developing deals with the end customer, jointly with our partners
- Proven track record of successful Distributor Management and/or Key Account Management
- Ability to translate technical product information into strong customer value propositions
- Autonomous, self-driven, business savvy and result-oriented mindset
- Practical experience with a strategic sales process
- Strong team player with the ability to work successfully in a multicultural organisation
- Excellent communication and negotiation skills
- A natural motivator who brings internal and external partners to the next level
- Willing and able to travel within the assigned territory as and when required
- Fluent in **English, German and French**. Any other language would be an advantage

ABOUT US

The roots of bNovate Technologies SA are in the Innovation Park of the EPFL in Lausanne, now expanding with a subsidiary for Marketing & Sales in Zurich. We developed "BactoSense", one of the first industrial flow cytometers, to continuously monitor parameters such as bacteria in drinking water production and distribution and other adjacent processes. We are united by our shared vision and passion to provide new solutions to assure **SAFE WATER. ANYTIME. ANYWHERE.**

We will further deploy our global sales organization in Zurich with this position of a "Distribution Account Manager" for our customers in Europe and overseas.

Seniority Level: Mid-Senior level

Industry: Engineering, instrumentation for process applications

Employment Type: Full-time

Start Date: Immediately

Job Functions: Sales, Business Development