

Job Announcement

Channel Sales Manager Europe (m/w)

Job Location: Munich, Germany

EXTEDO is the key solutions and services provider in the field of eRegulatory Affairs. EXTEDO provides configurable off-the-shelf products, as well as customized and integrated solutions. Today EXTEDO serves more than 700 customers in 57 countries ranging from small companies with less than 25 employees to large multi-national organizations. EXTEDO operates in the following areas of life sciences: pharmaceutical, biotech and biopharma, generics, homeopathics, medical devices, healthcare, and public sector. EXTEDO is recognized as the worldwide leader in each of its areas of operation.

We are looking to hire a highly motivated, hands-on Channel Sales Manager for our office in Munich. As the new Channel Sales Manager it will be your responsibility to drive Sales in your assigned territory and to develop the pipeline.

Job Description:

- Capture market share and determine customer requirements in connection with software products and customer service
- Coordinate and plan collaborative sales efforts with partners
- Achieve and set revenue targets in your region
- Acquire and maintain new strategic partners
- Attend trade shows, road shows, seminars and customer events, and give presentations at these functions
- Ensure a successful working relationship with partners
- Coordinate and plan collaborative marketing activities with partners
- Monitor and record sales activities and opportunities in CRM
- Coordinate training sessions for partners' end-users if applicable

Qualifications:

- Degree in a technical, economic, or medical/pharmaceutical field (or similar)
- Pharmaceutical and regulatory Know How preferred
- 3–5 years sales experience, preferably channel sales
- Exceptional German and English language skills, further foreign languages skills would be advantageous
- Capacity for effective teamwork, positive attitude, high quality-awareness
- Flexibility and willingness to travel
- Basic technical competencies, organizational aptitude
- Excellent communication and presentation skills

We offer:

- An exciting position in an international, world-leading and growing company.
- Excellent opportunities for professional and personal development
- Attractive salary and benefits package

If we caught your interest
please apply under:

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