

## Regional Sales Manager Midwest, Life Sciences (m/f/d)

### Job description:

Reporting to the Managing Director, the Regional Sales Manager will manage existing accounts while developing new thermal packaging opportunities in the life-science market. They will work with clients to assess their current operations, identify opportunities for improvement and/or costs savings and present a compelling value proposition for the company's solutions. The Manager will be responsible for fully networking their accounts and knowing the key stakeholders from all internal departments including quality, logistics, engineering, procurement and supply chain.

### Responsibilities:

- Develop and execute strategic plans to achieve sales targets and to expand the assigned territory's customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Act as the voice of the customer internal to the operations of the company
- Compile complete and accurate customer project and order information for new opportunities.
- Understand competitive landscapes and trends and communicate them within the company.
- Prepare ongoing sales forecasts for clients
- Document all activities in CRM
- Attend industry conferences as well as meet with clients and prospects as required
- Effectively communicate sales opportunities, client requirement, and the company's strategic position to multiple departments internally including engineering, marketing communications, the executive team and others

### Requirements:

- Minimum of 3-5 years of successful sales experience, consistently meeting or exceeding targets
- Bachelor's degree in Engineering or Science or proven technical ability a plus
- Demonstrated understanding of the sales process
- Excellent written and verbal communication skills
- Experience with customer relationship management software (CRM)
- Strong organizational, interpersonal and communications skills
- Proven ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Demonstrated experience in developing client-focused, differentiated and achievable solutions
- Excellent listening, negotiation and presentation skills
- Travel up to 30% of the time

### Experience:

- Sales/ Business Development Management: 3 years (Preferred)
- Experience in a smaller, fast-paced, entrepreneurial environment (preferred)
- Experience servicing the healthcare logistics industry including but not limited to packaging, monitoring, couriers, or 3PLs (preferred)
- Life Sciences: 3 years (Required)

### Job Type:

Full-time

Please send your detailed application to [personal@va-Q-tec.com](mailto:personal@va-Q-tec.com)