

Profil is an internationally renowned CRO in the field of metabolic diseases, founded in 1999. For many years, we have been working closely with the pharmaceutical industry to develop new drugs for the treatment of diabetes and related diseases. We also intensively support the further development of known active substances. Furthermore, we conduct vital research regarding various other exciting applications such as novel routes of insulin administration or the measurement of blood glucose concentrations. Our many years of experience have enabled us to build up comprehensive scientific know-how and a unique expertise in the field of metabolic diseases. Profil currently employs around 330 people who make an important contribution to improving the quality of life of people with diabetes.

We are currently recruiting a

Sales Manager (m/f/d)

Job Responsibilities:

- Cultivate and maintain Sponsor and CRO relationships (via phone presence, cold calling, personalized emails, virtual and in-person meetings)
- Project manage a caseload of relationships and clinical trial opportunities to drive success
- Daily use of our CRM platform (Hubspot) for business development activities and relationship management
- Utilize sales techniques to pitch to new or existing pharmaceutical/CRO contacts about Profil's services, capabilities, experience, and overall value proposition
- Customize and deliver PowerPoint presentations as needed to best fit potential pharmaceutical/CRO partners,
- Represent Profil at industry conferences
- Work collaboratively with your team to form and execute strategies to improve pharmaceutical/CRO relationships and take them to a partnership level

Your profile:

- A background in sales is a must, a degree in science (e.g. biology, chemistry etc) would be beneficial
- Extensive sales experience in a CROs environment is a plus
- Basic knowledge of the drug research and development process within the pharmaceutical industry is a plus
- Demonstrated proficiency with word processing, spreadsheets, database, and presentation software (MS Office skills such as Outlook, Word, Excel, PowerPoint, SharePoint)
- Fluent English language skills are a must, German language skills are a plus
- Ability to quickly grasp complex scientific concepts in the pharmaceutical industry, including identifying trends, terminology, practices

- Exceptional organizational and interpersonal skills
- Clear and concise oral and written communication and excellent presentation skills, with an ability to select the best method of communication tailored to the specific audience - ranging from potential business partners up to executive level individuals
- Driven, confident and self-assured personality
- Ability to work both independently and within a team setting to obtain individual and company objectives

We offer:

- We take pride in our company culture based on respectful, friendly and positive interactions between all colleagues and between all levels
- An exciting role with deep insights into clinical research at top level
- In addition to flexible working hours, you can expect excellent pay with an annual salary increase adjusted to inflation, as well as a comprehensive training on the job

Are you interested in this role? Don't hesitate to send us your CV, a motivation letter as well as records of your qualifications/ employment reference letters via email, preferably as pdfs, to **hr@profil.com**

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