



Lighthouse Instruments BV, located at the Amsterdam Science Park, supports the sales and marketing of the Lighthouse Instruments product lines and is supplier of laboratory services to customers in Europe. The Amsterdam team consists of 30 people serving the pharmaceutical industry.

LIGHTHOUSE INSTRUMENTS BV IS LOOKING FOR A SALES AREA MANAGER Northern Europe

In the role of Sales Area Manager, you will accelerate sales development in the Northern Europe territory, through the development and execution of effective direct selling strategies, key account management and sales through appointed Agents. To work synergistically with other team members, in order to achieve personal, team-related and corporate goals.

The sales territory includes the following countries: UK, Ireland, The Netherlands, (Flemish) Belgium, Sweden, Norway, Denmark, Finland, Iceland. The sales territory may be subject to change from time to time. The Sales Area Manager shall be field-based operating from a home office in Belgium or The Netherlands.

Key responsibilities:

- To develop, present and execute effective strategic sales plans
- To create, develop and close sales opportunities for all products within the three Lighthouse business units: Instruments, Automation and Measurement Services;
- To grow sales unit volume and sales revenue annually, in line with agreed corporate, regional and territory goals;
- To identify and recruit new customer Accounts
- To communicate with customer contacts: Calls, Emails, Meetings (virtual and on-site);
- To give technical sales presentations and Product demonstrations, (virtual and on-site);
- To attend trade shows, conferences and engage in seminar and workshop tours
- To review/negotiate purchasing Terms and Agreements;
- To manage and develop strong Customer relationships & other business & scientific relationships with key influencers in the industry;
- To support any troubleshooting activities at the Account level involving Lighthouse support staff and Customer representatives.

Other responsibilities:

- Engage with and support other business processes and functions within the company
- To support and manage sales development through designated Sales Agents in the Territory.

Qualifications / Requirements:

- A Master's degree or Ph.D. in a Physical, Chemical or Biological science;
- Proven successful track record in capital equipment sales, service-related sales or other complex sales;
- Strong strategic sales and customer account management experience in the Pharmaceutical manufacturing industry;
- Existing contact network in the Pharmaceutical manufacturing industry (would be preferred);
- >5 years experience in a technical and complex sales role;
- Knowledge of parenteral Pharmaceutical development and manufacturing processes;
- Strong written and verbal skills in English (French would be preferred);
- Exceptional organizing, planning and personal productivity skills;
- Experience with Customer Relationship Management systems (SalesForce.com / Pardot);
- Experience in working within a small to medium-sized international business;
- Strong analytical skills;
- Strong self-reliance with the initiative to take independent action;
- Creative 'new solution' mindset;
- Excellent presentation and technical communication skills;
- Internationally oriented and Customer-focused;
- A driven, goal-oriented approach with the ability to work effectively as part of a small entrepreneurial team with multicultural colleagues and customers;

Interested?

If you think you fit the above job profile, please send your motivation letter and CV to:

Eva Goudswaard, sr. HR Manager: egoudswaard@lighthouseinstruments.com