

## TECHNOBIS CRYSTALLIZATION SYSTEMS

Technobis Crystallization Systems provides crystallization research systems to its clients in the pharmaceutical and chemical industry all over the world. The systems allow our clients to improve their internal R&D capabilities. The systems are developed by specialists, based on their experiences in R&D. Currently the company offers three high-end crystallization research systems. Several new product ideas are under construction to extend our product portfolio for the coming years.

### Crystal16®

A parallel crystallization system for solubility and crystallization research. The Crystal16® allows to perform 16 crystallization experiments at the same time. This bench top 16 reactor crystallizer operates at less than 1-mL. After more than 10 years of success in more than 200 companies, it is, by far, the world's most used equipment for solubility curves measurement and phase diagrams.

### Crystalline®

we launched the Crystalline® system in 2009. The Crystalline® is a unique modular product line, based on a small volume parallel crystallizer with overhead stirring and refluxing capabilities. The system provides process chemistry and solid state group's access to particle visualization and size information at a much earlier stage of development with limited material requirements.

### CrystalBreeder™

Launched in 2013 the CrystalBreeder™ is the first crystallizer dedicated for both drug development and discovery/hit identification carrying out rapid complete crystallization screens with as little as 1 mg of sample. The CrystalBreeder™ gives you real time turbidity information for 32 parallel temperature controlled experiments.

## SITUATION

To strengthen our Crystallization systems team, we are looking for an enthusiastic and experienced

### **Sales Manager Europe – EU focus**

## FUNCTION & RESPONSIBILITIES

The responsibilities:

- Territory Europe Revenue achievement versus target of Technobis Crystallization Systems. Territory includes at least the following countries: full Europe territory, however excluding DACH and UK region. For designated area's the Sales Manager EU might work with local distributors (e.g. Eastern Europe or Turkey)
- Identify, qualify and prospect (new) customers in the Territory.
- Identifying customer needs and the positioning of Technobis

- Crystallization systems to satisfy the needs of the international market
- Gain understanding of accounts (at various levels of contacts) within each country to initiate business.
  - In collaboration with headquarters, develop and implement a sales plan for the defined territory.
  - Organize/coordinate customer events, like workshops and lead generation events
  - Gather customer feedback and communicate this effectively with various product teams at Technobis to further develop and improve new Technobis systems
  - Closely monitor customer satisfaction and market developments
  - Development of new markets within the territory for these markets for the existing and new products.

## REQUIREMENTS

The ideal candidate should have:

- At least five years of successful sales of capital equipment with an extensive network in the regional pharmaceutical/chemical/scientific marketplace.
- Demonstrable success of growing revenues in international territories.
- Has experience or understanding of pharmaceutical product development process.
- International experience and feeling, and can (re)present the company well during conferences and meetings with (potential) partners
- Excellent team-player attitude in product development environment, with strong motivation, drive and communication capabilities (critical yet positive attitude)
- Absolutely convinced of the importance of results and timelines
- Willing to travel frequently (50 to 70%)
- Has strong planning and problem-solving skills with flexible attitude and is able to operate efficiently in a dynamic and international environment
- Excellent fit with Technobis culture, what means entrepreneurial, dynamic, highly motivated individual with can-do mentality
- Hands-on mentality and technically capable to execute product demo's
- Languages: English (business fluent) and German (intermediate), French is a pre.

## ADDITIONAL INFORMATION

Location: Home office, preferably close to NL region

Position: Full-time, 40 hours per week.

Vacation: 25 days



## FOR MORE INFORMATION

**For further information** Do you need additional information? Look at our website at [www.crystallizationsystems.com](http://www.crystallizationsystems.com) or you can contact Stephan van Banning (General Manager) at [stephan.vanBanning@technobis.com](mailto:stephan.vanBanning@technobis.com) or at +31 (0)6 3434 7095 or contact Elrick Cornelius (Head of Sales) at [Elrick.Cornelius@technobis.com](mailto:Elrick.Cornelius@technobis.com) +31 6 33058847

**Do you fit our profile and want to apply?** Send your application and CV (both in English) to: [stephan.vanbanning@technobis.com](mailto:stephan.vanbanning@technobis.com)