

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 with a mission of "Help Research succeed". Currently the company offers three high-end crystallization research systems. Several new products are under construction to extend our product portfolio 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

Technobis Crystallizationsystems exists to make research succeed! To make sure we realize our mission, we need to grow big in awareness and revenue - a strong position in the R&D driven USA is one of the keys. To strengthen our Crystallization systems team, we are looking for two enthusiastic.

Sales Managers USA

FUNCTION & RESPONSIBILITIES

The responsibilities:

- Territory Revenue achievement versus target of Technobis Crystallization Systems. Main Territory focus USA West Coast or East Coast depending on location of citizenship. Both locations will have supportive activities in region North America
- 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.
- Supports in Organizing 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 our systems and procedures

REQUIREMENTS

The ideal candidate should have:

- Proven success of capital equipment sales in a network of pharmaceutical/chemical/scientific marketplace.
- 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

ADDITIONAL INFORMATION

Location: USA west coast or USA east Coast.

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 or you can contact Amy Wagner (Sales Director US) at Amy.Wagner@technobis.com +1 (563)564-1988. Or Elrick Cornelius (head of Sales) at 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: info@crystallizationsystems.com