



Manager - European Sales

Position Description

Date Updated: May 04, 2022

Location: Remote – Reports to Estonia

Department: Sales

Reports to: General Manager

Job Status: Full Time

Position Summary:

The Manager – European Sales is responsible for driving revenue in an exciting entrepreneurial environment by increasing sales and revenue for Analytical Testing and Development Services performed by The J. Molner Company at our core laboratory in Estonia. The Manager – European Sales has a scientific background including laboratory or pharmaceutical manufacturing experience with a solid track record in originating new business within the market and a proven track record in the pharmaceutical, biotech, or CDMO industries. The Manager – European Sales, consistent with our core values, knows their stuff and does it well!

The Manager – European Sales is a self-starter, capable of executing without constant oversight, and is able to create, develop, and execute strategies that maintain and grow strategic client relationships within small-mid-sized pharmaceutical and biotech companies. The Manager – European Sales uses his or her technical knowledge, experience, and interpersonal skills to originate new business, drive leads, and grow accounts for Laboratory Services.

This role is remote within Europe with travel required.

This position requires true superior leadership behaviors, an international perspective, and an entrepreneurial mindset. The ideal candidate will be able to imagine what success looks like and work with a diverse team to execute outcomes for clients that are exceptional.

Essential Responsibilities:

- Plans and implements strategy for the European market through cultivating relationships, developing a strategy for acquisition and management of business from new customers. The ability to bring new customers and



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develop these in to longer term clients is a key success factor.

- Builds systems and executes to research, identify, and develop new analytical testing service opportunities from multiple sources, including outbound leads from cold-calling and email campaigns and inbound leads from the company.
- Represents The J. Molner Company by attending trade shows and conferences and maintaining active memberships and participation in industry member groups and events. Serves as the face of J. Molner – representing our brand, believing in our offering and our mission, and enjoying connecting clients to the right products for their needs.
- Owns the customer relationship, maintains and drives continuous improvement, and communicates customer needs internally. Collaborates extensively internally and externally to facilitate the development of profitable business and sustainable relationships.
- Drives year-on-year growth of new business from existing and new accounts.
- Maps and defines core offering capabilities with the Laboratory team and collaborates with team members to create business processes that eliminate customer friction and improve the client experience.
- Maintains accurate customer data and updates to a Customer Relationship Management system. Generates timely reports including activity reports, metrics, sales targets or forecasts and reports them out to the team on a weekly basis.
- Gathers market intelligence by reporting competitive information regarding customers, competitors, and the marketplace, internally. Monitors and reports on market and competitor activities and provides relevant reports and information internally.
- Develops marketing campaigns and analyzes inbound marketing data/trends to drive new business.
- Ensures timely completion and compliance with cGMP and all other relevant company training requirements.

Qualifications:

- Undergraduate (Bachelor's) degree in a related field (Chemistry, Microbiology, Life Sciences, Chemical Engineering) required.
- Minimum of 3 years prior experience selling analytical testing and development services. 5+ years preferred.
- Experience in prospecting new clients and driving sales and a developed network required.

The J. Molner Company Core Values



Our Core Values are the keys to success at The J. Molner Company. The successful candidate will demonstrate experience consistent with these values and a willingness to embrace them fully:

- We are passionate about what we do.
- We know our stuff and do it well.
- We are prepared for the unexpected.
- We are accountable for our promises and actions.
- We have each other's backs.
- We are brutally honest.

Functional Competencies

- Prior pharmaceutical or CDMO experience in technical functions of analytical testing, development, or manufacturing.
- Up to date understanding of the industry's consumer behavior and decision makers.
- Excellent written and verbal communication and presentation skills required.
- Excellent project management and organization skills.
- Must be able to multi-task successfully and persevere in a fast-paced dynamic environment with a sense of urgency.
- Excellent problem solving and critical thinking skills required.
- Strong customer service and interpersonal skills and ability to tailor approach to diverse customers and clients whilst actively seeking to explore their needs.
- You are a hunter - results-oriented, determined, entrepreneurial, and a self-starter with a history of hitting ambitious targets and thriving on sales and smashing targets; comfortable, willing and able to make cold calls.
- Must be comfortable prospecting across the organizational hierarchy including the C-suite.
- Ability to work in an international team, across borders, and successfully influence and execute in diverse environments.
- Must enjoy imagining, building, and growing solutions for customers and be able to mentor, influence, and persuade a diverse team to execute internally.
- Ability to work independently in a fast-paced and dynamic environment.
- Ability to build and grow strong customer relationships and an ability to influence others.
- Proficiency with Microsoft Office (Word, Excel, PowerPoint) required.



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- Proficiency utilizing internet and social media tools for researching potential leads.
- Technology orientation with the ability to help develop and gain proficiency using a Customer Relationship Management (CRM) system required. Prior experience with a CRM preferred.
- Prior experience with value-based selling and negotiations a plus.

What J. Molner Offers You

This is an opportunity to get in on the ground floor of an exciting new entrepreneurial venture. Our growing team is composed of industry veterans, scientific powerhouses, and driven performers who are looking for a new team member to help us expand our reach and continue to formalize our sales process. We've done the heavy lifting of the past few years and are ready to move to the next level together with you.

We believe in creating a place where professionals can execute to the highest level and are treated like adults. We offer a competitive salary and bonus plan, company paid holidays (28 calendar days/20 working days), plus a winter break between Christmas and New Year and the week of Midsummer.