

Position : Sales Manager North America

Location : North America

About Phenospex

Our work contributes to a world in which agriculture is done more efficiently and reduces the impact of food production on our planet. We develop and provide unique sensor technologies and analytics software specifically designed to assess crops worldwide. We help to automate the hardest jobs in plant science, plant breeding and in agriculture by offering solid and elegant solutions. We are an international team of around 30 people, coming from diverse backgrounds like plant science, agriculture, physics, computer vision and business and we love to solve challenging problems.

Responsibilities

You will be responsible for closing direct and indirect sales of Phenospex products and services to meet quotas and business objectives. You create, monitor and revise lead generation plans to ensure the sales opportunity pipeline and are directly responsible for account and relationship management.

In more detail, you will:

- coordinate the efforts of sales toward the accomplishment of objectives by promoting and selling the Phenospex products and services directly and indirectly to current and new customers;
- build and maintain effective long-term relationships and a high level of satisfaction with customers' decision makers;
- utilize advanced product / service knowledge and understanding of the customer's business to develop proposals which present creative solutions;
- identify, develop and typically close new sales opportunities;
- inform customers of new products/service introduction or upgrades and prices;
- create, monitor and revise lead generation plans to ensure the sales opportunity pipeline;
- support distributors throughout the sales process in all sales-oriented activities, such as marketing, advertising, sales promotions and training;
- attend conferences and shows and activate cold leads;
- visit customers and conduct meetings to understand their needs and link them to Phenospex's product and service strategies;
- support the Marketing department by providing market intelligence and developing concepts;
- maintain up-to-date and comprehensive knowledge of the organization's and competitors' products and/or services;
- maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing networks and participating in professional societies

Qualifications

- Bachelor or Master degree in Life Sciences / Business Administration
- 5+ years of direct & indirect sales experience, preferably in the Life sciences, Bio Technology or related industry in a small or medium-sized company
- High level of empathy, strong communicator and active listener with excellent interpersonal skills; experienced networker
- ability to set goals, find new prospects & opportunities and passion for transforming Sales
- positive change agent with integrity, perseverance and a commitment to overachieve
- accountable team player with strong organizational skills & analytical approach to identify trends and patterns
- strong project management and presentation skills
- excellent English and ability / preparedness to travel at least 60% of the time

Phenospex offers you an inspiring working environment with an engaged, committed, multi-cultural team and lots of room for personal development.

Interested in joining?

Then please send your CV with “**Sales Manager North America**” in the subject line and brief explanation why your interests and background match this position.

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