

Biotest d.o.o. Serbia and Biotest Balkans OOD Bulgaria are regional partners of the world's leading manufacturers in the field of industrial processing and packaging equipment and consumables. To expand our team in Belgrade we are looking for:

Processing & Packaging Equipment Specialist

for the position of

Pharmaceutical Production Equipment - Technical Sales

Market segments: Pharma, F&B (Food & Beverage), Chemical

Region: Serbia, Bulgaria, Romania, Montenegro, Croatia, Slovenia, Bosnia, Macedonia and Albania

Product range: Rota Verpackungstechnik GmbH, Korsch AG, SKAN AG, Antares Vision Srl. (Convel), Heino Ilsemann GmbH and Lighthouse Instruments LLC.

RESPONSIBILITIES

- Achieving annual sales plans and developing new Key Customers
- A thorough understanding of the technical characteristics of the products and scientific principles background
- Understanding customer needs and proposing appropriate solutions – closing technical sales
- Following up new products launched, continuous learning through database access, trainings and visits

REGULAR ACTIVITIES

- Proactive visiting existing and potential customers
- Planning, preparation and realization of technical presentations, seminars and expert meetings
- Technical support to the end-users, when necessary to perform or supervise the installations
- Communication with foreign partners
- Planning of the necessary stock of consumables for smooth operation of users
- Preparation of technical content for web site and promotional material, regular emailing
- Administrative work: preparation of quotations, technical documentation for contracts, tenders
- Cooperation and assistance to all team members in general affairs

QUALIFICATIONS

- Education: mechanical engineering, process engineering or similar
- Advanced level of English
- Active driver
- Ready for frequent traveling within Serbia and the region

ADVANTAGES

- Previous B2B technical sales experience
- Experience in manufacturing process in the pharma industry
- Knowledge of pharma production equipment
- Knowledge of GLP / GMP standards

PERSONAL PROFILE

- Responsible, moral, loyal person with long-term orientation
- Excellent communication and presentation skills, strong sales potential
- Self-initiative, patient, persistent, understanding of team goals

WE OFFER

- Work with reputable world leading companies
- The opportunity to participate in creation of new team
- Earnings in line with your results and performance
- Company car
- Personal and professional development in company and abroad

Please submit your CV in English by email at info@biotest.co.rs

Thank you for your interest.

By submitting your application, you agree that we may process all personal data you have submitted here for the purposes of candidate selection process in our company.

Please note that only short listed candidates who meet requirements will be contacted.