

**EUCODIS Bioscience** is a leading provider of novel industrial enzymes, with global customer base in pharmaceutical, biotechnology, cosmetics, fine chemistry and other industries.

With a portfolio of more than 50 enzymes, we offer our customers a broad range of well-characterized enzymes. In addition, we provide services ranging from enzyme engineering to process development as well as protein manufacturing, according to our customers' individual specifications.

We are looking for a dynamic and highly motivated professional to lead our sales team at our headquarters in Vienna, Austria

## Head of Business Development & Sales (m/f/d)

### Responsibilities

- Leading business development & sales
- Growing the business in various business segments and territories
- Identifying and acquiring new customers and sales opportunities for our products
- Developing new leads for our project business
- Customer relationship management
- Market intelligence, explore customer and market requirements for new R&D developments
- Representing Eucodis at partnering events and trade fairs

### Requirements

- Academic degree(s) in biotechnology, biochemistry, biology or chemistry
- Proven experience in sales, especially in relevant industries
- Existing business network in pharmaceutical, biotechnology, cosmetics and/or fine chemicals industries
- Track record in sales and negotiation
- Excellent knowledge of German and English
- Ability to work in a team
- Open to business travel (> 25 % of working time)
- Highly motivated and pro-active personality
- Open to new challenges
- Dynamic and entrepreneurial

We are inviting you to apply to join our dedicated team within a lean organization. The minimum monthly gross salary for this full-time position according to the applicable collective agreement ("Kollektivvertrag") amounts to € 3.638,69. Depending on candidate's skills and experience, we offer a significantly higher salary and a performance-oriented bonus.

Please submit your application online on <https://www.eucodis-enzymes.com/company#c195> or at [jobs@eucodis.com](mailto:jobs@eucodis.com).