

JOB DESCRIPTION

Sales Manager EMEA

About RheaVita

RheaVita markets an innovative continuous freeze-drying technology for (bio)pharmaceutical products. This “Next generation” manufacturing approach saves companies time and money, guarantees product quality and offers the supply chain greater flexibility, compared to traditional batch freeze-drying. RheaVita sells units for R&D purposes, and full GMP systems. RheaVita also offers CDMO services: i) development of freeze-drying processes in a fast way with limited product consumption, ii) design of the optimal formulation for vaccines and biopharmaceuticals.

RheaVita has entered a strategic partnership with IMA Life, a global provider of advanced, aseptic pharmaceutical process and production solutions. This partnership includes a financial investment and ongoing support to expand the development and commercialization of RheaVita’s technology for the global market.

rheavita.com
Poortakkerstraat 9C
9051 Ghent, Belgium



Working job title:

Sales Manager EMEA

Basic function:

RheaVita is rapidly expanding, and we are looking for the best Sales Manager to join our mission: to make RheaVita's controlled continuous freeze-drying technology the standard in high-value biologics manufacturing.

Reporting to the Chief Commercial Officer, the Sales Manager will be responsible for driving our sales in a defined territory for the full RheaVita product and service portfolio. You maximize our top line and profitability whilst ensuring customer satisfaction and loyalty.

This is a field-based position. The territory includes Europe, Middle East and Africa. Preference for the candidate to be based in Europe.

Organization location:

Based: Remote / HQ Ghent

Reporting to the CCO

Minimum qualifications:

- Postgraduate academic qualification. Ideally a Master's degree in a science or engineering subject
- Minimum of 3 years of experience in a sales role
- Experience in sales of fill-finish production equipment for parenteral drug products, preferably including freeze-drying equipment
- Experience with sterile pharmaceutical manufacturing
- Fluent in English, both written and spoken. Any other European language is a benefit
- Willing to travel 50-70% internationally



Responsibilities:

- Generate qualified leads for the RheaVita offering
- Convert qualified leads by planning and conducting on-site and online meetings
- Convert qualified leads by planning and conducting workshops, demonstrations, and webinars
- Develop and cultivate strong relationships with customers
- Maximize RheaVita's top line and profitability in your territory
- Drive customer loyalty
- Maintain accurate and descriptive accounts and accurate sales forecasts within the CRM
- Work independently but also in collaborative teams to ensure objectives are met
- Work with CCO on strategic plan within your territory and align with the overall commercial strategy of RheaVita

Competencies:

- Excellent verbal and written communication skills
- Ability to effectively communicate with customers
- Understanding cultural nuances and ability to tailor your approach to resonate with diverse audiences
- Familiar with "SPIN" consultative selling methodology or Miller Heiman sales process
- Experience with HubSpot
- Ability to work independently
- Ability to work under pressure

What's in it for you?

You will be part of a highly focused, fast-growing company. If you are ready to roll up your sleeves, you will get all the support you need to make you successful.

At RheaVita we aim to recruit the best people, who stand out among their peers, with passion, integrity and strong interpersonal and organizational skills.

Our employees are the strength behind RheaVita.

RheaVita offers a competitive remuneration package and a contemporary, flexible work environment.

We are RheaVita: together we redefine pharmaceutical lyophilization.



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