

ARE YOU A BIOTECHNOLOGY SPECIALIST WITH STRONG SALES GENES?

Sales Manager

Expres²ion Biotechnologies ApS (Horsholm) is the operational subsidiary of Expres²ion Biotech Holding AB listed on NASDAQ First North Stockholm [ticker: EXPRS2]. Expres²ion is world leading within cell line development and production of recombinant proteins for Research & Development (R&D) in the vaccines and immunotherapy field using *Drosophila* S2 insect cells. Our advantageous technology platform, Expres², has proven highly successful in development and manufacturing of difficult-to-express proteins, where customers seek a proven solution for support in the development of novel vaccines, diagnostics, and/or research tools. Expres²ion's strategy plan entails an ambitious organic growth in the business area, which the Company was founded on, namely contract research organisation (CRO) outsourcing services and sales of associated products/licenses.

Responsibility and Tasks

In order to support the continuing and future revenue growth, Expres²ion seeks a **Sales Manager**, who is responsible for increasing the sales of our CRO service offerings. The key to success is increasing the top line revenue; it is important to constantly maintain and expand a pipeline of sales leads.

You will work closely together with the Head of Business Development to prioritise sales impact with respect to client segments and geographical focus. Your sales related tasks will cover the following:

- Customer identification / opening doors proactively
- Initiating dialogues on Expres²ion's offerings and business collaboration models
- Making quotations / proposals to clients and negotiating to closing agreements
- Maintaining all customer interactions in our CRM system
- Develop and execute on sales territory and customer segmentation planning
- Ensure development of key accounts and professional handling of recurring clients
- Support in the planning and representation at meetings and events, science and business alike
- Participate in the promotional campaigns by conference sponsorships, media advertisements, digital marketing, and further activities to raise awareness in the science community
- Analyse markets, competitors, and customers proactively for improved Sales & Marketing
- Back office support to align internal R&D and administrative tasks

Travel activity is estimated at 30-50 days annually. When not traveling, you will be based at our facility in Horsholm, 20km North of Copenhagen, Denmark.

Profile

You must meet the following criteria:

- Academic background within Life Sciences, at B.Sc. level or higher
- Minimum of four years professional experience from a similar position in the Life Sciences industry. Proven track record of sales drive is an advantage
- Hold a very dynamic, proactive, and goal-focused approach to solving operational tasks
- Have the ability to manage numerous tasks simultaneously
- Be motivated by sales performance that leads to measurable revenue growth
- Be able to work independently, as well as in teams, while reporting on activities on a regular basis
- Be collaborative, positive, professional, diligent, communicative and efficient

Next Steps

If you find yourself to be the right candidate for this position, please send your CV and Letter of Motivation and a scanned copy of your graduation diploma to Ms. Ida Matthiesen at NonStop Pharma, e-mail i.matthiesen@nonstop-pharma.com **no later than 30th March, 2018**. Mark your application «Sales Manager, ExpreS²ion Biotechnologies». Potential candidates will be called for interviews continuously as applications arrive.

If you have questions, please contact Ida Matthiesen at NonStop Pharma at +45 7879 4740.