

We are looking for you !

Business Development Manager

JOB DESCRIPTION:

In the position of Business Development Manager, you will have the opportunity to promote and/or sell products and services through effective sales techniques and good customer service. You will also manage assigned clients. Your passion for customer satisfaction will be crucial to your success with FRANZ ZIEL USA, INC. With a comprehensive onboarding program in the USA and Germany, you will supplement your knowledge about all aspects of highly engineered barrier technology and related automation in the pharmaceutical industry. Equipped with this knowledge, you will provide existing and potential FRANZ ZIEL USA, INC customers with expert advice and recommendations on our products, maintenance, spare parts, process, and all other facets of FRANZ ZIEL USA, INC's equipment.

JOB BRIEF:

We are looking for a creative individual with excellent organizational skills and a flexible work style. The goal is to drive sales & service success that improves customer satisfaction, maximizes customer retention and increases profitability.

RESPONSIBILITIES:

- Lead generation by techniques including, but not limited to: direct sales, on-line outreach and related approaches
- Visit existing & potential customers to inquire about current performance & future needs
- Perform recurring market analysis to advise management of opportunities
- Prepare pre-quotes on prescribed products for hand-off to German Sales Team
 - Direct quotes on parts, service and certain products also necessary
- Support 'Order to Cash' cycle by monitoring performance and reacting as appropriate
- Attend trade shows and industry functions as needed
 - Also, trainings and internal meeting in German HQ
- Facilitate strong connections to industry partners
 - Especially consulting firms and processing machine suppliers

REQUIREMENTS:

- Bachelor's degree in Business or Engineering preferred
 - equivalent professional work experience considered
 - ex: 1-3 years selling similar capital equipment OR
 - relevant technical background
- Strong consultative, collaborative workstyle
- History of working in project, long lead-time sales cycles
- 'Self-starter' mentality, able to drive improvement
- English fluency; bilingual in German
 - Spanish and/or Hindi a plus
- Domestic & International travel
- Understanding of multi-national cultures, work environments
- Excellent communications skills
- Experience data mining for purpose of analysis in ERP systems
 - Demonstrated reporting capabilities
- Proficient with Microsoft Office products; SAGE experience a plus



Headquartered in Germany, Franz Ziel GmbH is a world-wide, leading provider of pharmaceutical equipment and process solutions. Founded in 1982, Franz Ziel stands for innovation, quality and reliability in cleanroom and barrier separation technology. With 40 years of experience, we continually take on new challenges and implement technologies and state-of-the-art product solutions. As a leading company in the sector of cleanroom and barrier technology, we operate globally for renowned companies. Our product range is comprised of high-quality systems and the associated service to maintain them in optimal working condition. In addition to standard applications, we plan and implement special solutions that create the foundation for the safe production of pharmaceuticals.

Established in 2016, FRANZ ZIEL USA, Inc. is located in Rock Hill, SC and is an affiliate of Franz Ziel GmbH. The company is tasked with providing superior service and after-sales support of all FRANZ ZIEL products, as well as driving sales thru business development and marketing activities for North America in coordination with Global Sales at Franz Ziel GmbH.

For more information visit: <https://www.ziel-gmbh.com/en/home/>

FRANZ ZIEL USA, INC'S OFFER INCLUDES:

- Competitive compensation & benefits program
- Working for the leading provider of pharmaceutical equipment and process solution
- Growth and development opportunities

YOUR CONTACT:

We look forward to receiving your application by e-mail, stating your salary requirements and earliest possible starting date.

Marc Storsberg will be happy to assist you:

✉ mail@ziel-usa.com | ☎ +1 803 3249435



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