

Lab Automation-Key Account Manager

Boston, MA-USA

Benefits Offered

401K, Dental, Life, Medical, Vision

Employment Type

Full-Time

The Key Account Manager strategically develops key accounts in the In-Vitro Diagnostics Laboratory Automation sector. This includes business development activities with new accounts and revenue growth with existing accounts. This position requires an in-depth knowledge of the IVD instruments tiered supply base, a technical aptitude, commercial know-how for business development and exceptional interpersonal skills.

Key Responsibilities:

- Acquisition, support and development of selected key customers
- Create and develop relationships within key customers and prospects in manufacturing, engineering, and management levels
- Coordination of all sales-related topics for the use of Leuze products in the IVD Lab Automation field with focus on Auto-ID and Machine Vision
- Acquire relevant product and application knowledge through active sales to create customer value and increase product share in the IVD Laboratory Automation area
- Work closely with Application Engineering and Product Development teams to adopt existing Leuze products to customer requirements
- Sustainable identification and development of customer base
- Strategic support and future development of key accounts
- Market and competitive analysis to identify new products and services for the key accounts
- Regular internal communication and interaction with Leuze Regional Sales Engineers, Industry Management, Product Management, Marketing and Business Development

Key Competencies:

- Ability to show diplomacy, conflict resolution and intercultural social competence plus negotiation skills
- MS-Office, CRM-Systems, Presentation Skills and Techniques
- German Language (is a plus, not required)
- Professional sales training (is a plus, not required)
- Valid US Drivers License (required)
- Travel: ~25% domestic with some international (post-covid 50% travel)
- Ability to lift 50 plus lbs

EXPERIENCE/EDUCATION:

- MS/BS/Associates degree in Electrical Engineering or related engineering degree with appropriate experience required
- 5 - 10+ years of relevant experience in Sales of products in the Life Science / IVD Instruments field with a proven track record for exceeding sales targets within key, strategic, or global accounts

- Experience in Sales to matrix and cross-functional organizations
- Electronics/Mechanics and application knowledge

About Leuze Electronic Inc:

With curiosity and determination, we – the Sensor People from Leuze – have been innovators for technological milestones in industrial automation for more than 50 years. The success of our customers is what drives us along with our work future-oriented work, Leuze continuously sparks new ideas thus actively contributing to progress within the industry.