



For more than 169 years, we are meanwhile serving customers in brewing and liquid food industry all over the world with our most advanced process solutions, leading equipment and tailor-made services like design, manufacturing, installation and commissioning of required systems and components. Driven by continuous development we are striving to expand our market presence in other areas.

For our location in Ludwigsburg (Germany) we are looking for a

## **Business Development and Sales Manager Life-Science (m/f/d)**

at the earliest possible date, in form of a permanent appointment.

### **YOUR TASKS**

- Growing and establishing Life Science business in liquid food market segments
- Focussing on products and services in the area of functional or artificial food and additives resp. supplements
- Targeting new trends e.g. “healthy drinks”
- Communicating with clients to understand their needs and offer solutions to their challenges
- Attracting new clients by innovating and overseeing the Sales process
- Preparing and delivering pitches and presentations to potential new clients
- Creating positive, long-lasting relationships with potential clients
- Identifying and researching opportunities that come up in new and existing markets

### **YOUR PROFILE**

- Academic degree in food, chemical or biotechnology engineering or process engineering, possibly completed by business studies or comparable.
- Minimum 5-7 years of experience in the food, biotech or pharma market
- Experience in developing business starting with technical mapping of competencies timely followed by lead generation and prospect management
- Excellent verbal and written communication skills; the ability to connect, and interact with potential customers
- Strong MS-Office skills

### **OUR OFFER**

- **Benefits** – In addition to an attractive remuneration package in accordance with the collective agreement, you will benefit from flexible working hours and the compatibility of career and family.
- **Atmosphere** – You can expect a safe workplace in a dynamic and international environment with lean structures and short decision-making processes.
- **Prospects** – We ensure your professional development through targeted measures within the framework of our holistic employee care and promotion.

### **ARE YOU INTERESTED?**

You can find additional information about our company on our homepage [www.ziemann-holvrieka.com](http://www.ziemann-holvrieka.com). If you have any questions, please contact Mrs. Michalsky (phone: 07141/408-339).

Please send your complete application documents in PDF format with your salary expectations and the earliest possible starting date to [jobs@ziemann-holvrieka.com](mailto:jobs@ziemann-holvrieka.com).