

GoSilico is a software company located in Karlsruhe, Germany. We are a young and interdisciplinary team, driven by the idea of replacing laboratory experiments in the biopharmaceutical downstream process development by simulation work. Our core product is the software ChromX, that is sold to biopharma companies worldwide. In addition to the software, GoSilico supports its international customers with trainings, consulting and contract modeling services.



Account Manager Biopharma Purification

Location: Karlsruhe, Germany
Start Date: Immediate

Your Job.

As an account manager at GoSilico, you are responsible for our clients throughout the whole lifecycle:

- You promote our complex technology on international events to an audience of technical experts
- Product demonstrations are your tool to introduce new leads to our software and to understand our customer's individual needs
- You feel confident when facing technical or business-related customer issues
- Preparing project proposals, negotiating prices and contracts are no hurdles for you
- You are a reliable and technically competent contact for our existing customers and you are always looking for further up-selling potential

Your Profile.

- Proven expertise in pharmaceutical downstream process development, that enables you to understand the inside of the markets and pharmaceutical needs
- Doctoral degree in biotechnology, bioengineering or related disciplines
- or a Master degree in biotechnology, bioengineering or related disciplines with at least two years of relevant professional experience
- Experience in computer simulation technology is highly appreciated
- Ideally, you are a proven sales talent
- Friendly and winning attitude, motivated and proactive character, outstanding communication skills
- Willingness to travel
- Fluency in English both written and oral

Your Benefits.

You will be working in an international, dynamic and growing start-up environment. Since we are a small company, everyone's contribution is extremely valuable and highly appreciated. You will be granted with a high degree of responsibility from day one on. Flat hierarchies, as well as fast and direct communication channels make your daily work at GoSilico pleasant and fun.

Contact: jobs@gosilico.com

We are looking forward to your application!