

GoSilico is a well-established start-up 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.



## Sales Manager

**Location:** Karlsruhe, Germany  
**Start Date:** February/March 2019

### Your Job.

As a sales manager at GoSilico, you are responsible for winning international biopharma companies as new customers. You are the main contact person from first contacting until final product delivery:

- Promotion of technology on international conferences
- Product demonstration in telephone conferences and on-site
- Preparation of project proposals
- Price and contract negotiation
- Customer relations management

### Your Profile.

- High degree of expertise in downstream process development
- Experience in simulation technology appreciated
- Doctoral degree or at least two years of relevant professional experience
- Ideally, you are a proven sales talent and avail your own business network
- Friendly and winning attitude, self-reliant, motivated and proactive character
- Assertiveness and outstanding communication and negotiation skills
- 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](mailto:jobs@gosilico.com)

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We are looking forward to your application!