

# SENIOR ACCOUNT MANAGER

DO YOU WANT TO BE PART OF MOVING LIFE SCIENCE FORWARD?



**Svar Life Science is a Swedish life science company that invents, develops and applies the best analytical technologies for drug development and clinical research, and establishes practical platforms for routine diagnosis. Svar is in an expansion phase and is now strengthening the sales organization in the US to support the company's overall business strategy.**

**In Swedish, Svar means answers and this is exactly what we do – we provide answers that help improve quality of life.**

## ABOUT THE JOB

The Senior Account Manager position is a new organizational position that will be responsible for driving the sales and marketing efforts for Svar's products and services within the pharma, CRO and biotech industries. This is a remote position that will focus on building, and nurturing, customer relationships as well as implementing strategic sales/marketing programs for the current and future range of products and services. This position will work closely with other members of the Svar Life Science team – including senior management, R&D, Marketing, Technical and Customer Service personnel.

Responsibilities include, but are not limited to:

- Take the leadership role in the development of critical major accounts within the pharmaceutical research, CRO, and biotech industries
- Research the market, identify prospects and develop sales leads to transfer into actual business
- Provide individualized attention to each customer, and maintaining an exceptional level of customer service, in order to uphold current business and produce additional sales opportunities
- Develop expertise in Svar's products and services and the substantial benefits they can bring to client & partners
- Act as technical liaison between R&D, Operations, Sales and customers
- Utilize CRM to manage prospects and customer relations, sales opportunities, and account management
- Contribute to strategic planning through identification and effective communication of market gaps, needs and opportunities to senior management, commercial team and R&D

---

**Location:** Full-time remote role based in the United States (preferably greater Boston, MA area or the West Coast)

**To apply:** Please send your application including your CV marked "Senior Account Manager" to [dkeefe@eaglebio.com](mailto:dkeefe@eaglebio.com)  
Apply as soon as possible as we are working continuously with the applications.

---

## ABOUT YOU

- Bachelor's degree in the life sciences, physical sciences, medical technology or related field. Advanced degree a plus
- 5+ years of business development, sales or marketing experience
- 1-3 years' experience working in a laboratory or science organization is preferred - a technical understanding of how a research laboratory and/or CRO laboratory function is crucial to the success in this position
- High level enterprise sales experience to large multinational organizations, deal negotiation and contract drafting
- Demonstrated ability to work in a high-profile environment requiring discretion, judgment, tact, and diplomacy.
- Strong sense of initiative, with the ability to work independently
- Excellent time management skills with the ability to work in a high-pressure, team-oriented environment, while maintaining a high-level of professionalism and demonstrated positive behavior
- Highly motivated, goal oriented, and resilient; with a positive attitude and continual enthusiasm for addressing challenges
- Ideal candidate will be located in the greater Boston, MA area or the West Coast
- Travel required. Compensation includes base salary and incentive plan against key performance indicators

**Have any questions?** Dan Keefe, Eagle Biosciences, Inc. Email: [dkeefe@eaglebio.com](mailto:dkeefe@eaglebio.com) on behalf of Svar Life Science

## ABOUT US

Svar Life Science is a Swedish company that works to enable personalized medicine by serving the global life science market with tools for drug development and companion diagnostic solutions.

We deliver answers you can trust from discovery to diagnosis - our combination of high-quality products, innovative technologies and comprehensive laboratory services are used by our customers to discover new therapeutics, diagnose patients and treat diseases.

You can be sure of our answers: we've been working right across the clinical diagnostic value chain for more than 30 years.