



MANAGER, INSIDE SALES & LEAD GENERATION (US, REMOTE) (M/F/D)

Proteros is a privately held early-stage services provider in structure-based drug discovery with a cutting-edge discovery engine tailored to unlock even the most technically challenging targets. Proteros' work is built on scientific excellence and supports its clients to reach the right results and accelerate their overall research timelines. Proteros supports most of the world's 20 largest pharma companies and more than 250 pharmaceutical and biotech partners in the US, Europe and Japan.

We are looking for a Manager, Inside Sales, to help establish the lead generation business development function at Proteros. The position is home-based in the US and will be ideal for someone who enjoys researching prospect companies and customer outreach. This is a great position to enter into business development and learn from a strong commercial team. This position offers the chance to work in a fast-paced scientific organization, with the purpose to "Reach Right Faster" and dedicated to bringing medicines to patients.

YOUR RESPONSIBILITIES

- Help develop qualified leads to drive business development activities and be the core resource at Proteros for generating high quality leads.
- Research target list of companies; develop and own the list of qualified prospective companies and contacts that Proteros should target for business (for each region across business lines)
- Collaborate with BDs and engage in systematic and consistent outreach activities with qualified prospects to drive key business goals
- Collaborate with scientific engagement teams in Munich, Germany to research, qualify, and identify relevant prospects for Proteros
- Research funding information and news and update of existing and prospective accounts.
- Collaborate with the commercial team to build account maps of Key and strategic accounts
- Ensure CRM data hygiene and run reports of all sales activities.
- Gather and present current marketplace trends and competitive intelligence that affect Proteros' success in the marketplace

HAVE WE PIQUED YOUR INTEREST?

Then we look forward to receiving your informative application documents, stating your salary expectations and possible start date

Proteros biostructures GmbH
Human Resources
Bunsenstr. 7a, 82152 Martinsried

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career@proteros.de | www.proteros.com



YOUR PROFILE

- 1-3 years of sales experience preferably in the preclinical CRO industry
- Understanding of the drug discovery process a plus
- Self-driven, with the desire to “hunt” for new business and “open new doors” within the biotech/pharma segment
- Ability to operate remotely, whilst remaining an effective member of a global organization; experience working for a global CRO is a plus
- Should have very good writing skills
- Proficient with Microsoft office and SalesForce
- Life Sciences degree; MS/PhD a plus
- Ability to work across time zones

WHAT WE OFFER

- An inspiring creative, flexible, agile and passionate working environment in which talented employees expand their technical skills and scientific knowledge and contribute directly to the ongoing success of the organization.
- We are located in Munich, Germany, trace our roots to the Max Planck Institute and Nobel prize winning science, and are surrounded by world class research institutes and biotech companies.
- Multicultural, interdisciplinary teams and an open corporate culture
- Market competitive salary and benefits
- We are an equal opportunity employer

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