

JOB OFFER



> Sales & Marketing Representative VAYU Sense AG

ABOUT VAYU SENSE

VAYU Sense is a global technology frontrunner for the improvement of microbial fermentation processes and plant cell cultures. We help modern pharmaceutical manufacturers to significantly increase their yields and their profitability. The privately-owned company was founded in 2014 with a production and R&D center in Tel Aviv, Israel, and headquarter, sales and marketing in Munich, Germany.

VAYU Sense's technology is disruptive as it brings AI and Industry 4.0 into the traditional pharma manufacturing industry.

Our clients are established pharma manufacturers (API processes) who see a strong need to optimize their production process to increase yield, achieve better margins and/or product quality. The proven positive commercial impact of our solution at our clients is dramatic.

THE ROLE

VAYU Sense is seeking a Sales & Marketing Representative to boost the roll-out of our solution. The key priorities and tasks include but are not limited to:

- Knowing and understanding the VAYU Sense Solution
- Defining the go-to-market strategy for the VAYU Sense Solution
- Selling the VAYU Sense solution to existing and new clients
- Building and maintaining a network of sources from which to identify new sales leads
- Communicating with customers and leads to identify and understand their service needs
- Maintaining detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship subjects
- Providing periodic territory sales forecasts
- Defining the marketing strategy including social media marketing

As the company is still in the start-up phase, we do expect entrepreneurial spirit that is combined with experience in the corporate world to implement more formal structures.

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THE IDEAL CANDIDATE

The ideal candidate has a deep understanding of API manufacturing. He/she will have gained exposure to the full API manufacturing process and its challenges. Having worked for a large corporation before the ideal candidate has an appetite to work with a start-up and define the sales and marketing strategy for our product. He/she will exhibit an entrepreneurial mind-set and is willing to “roll-up the sleeves”.

Sales & Marketing Representative Qualifications / Skills:

- Fluent in English and German
- Fluent in API pharma manufacturing industry specific language, terms, and terminology
- Market knowledge and customer knowledge
- Presentation skills
- Excellent interpersonal and customer service skills
- Excellent sales and negotiation skills
- Excellent organizational skills and attention to detail
- Ability to function well in a high-paced and at times stressful environment
- Proficient with Microsoft Office Suite

REPORTING LINE

The Sales & Marketing Representative will report directly to the CEO in Munich with a very strong interaction with our Israeli entity.

LOCATION

The job is based in Munich, Germany and requires frequent travel to Israel and naturally to our potential customers globally.

**APPLY
HERE**

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