



At biocrates, our mission is to make metabolomics accessible to facilitate breakthroughs in biomedical research. With our pioneering targeted metabolomics profiling products and services, we are changing the way health is measured. We help scientists and researchers gather new insights about disease prevention and lay the foundations for modern personalized medicine.

If that excites you as much as it excites us, consider joining our team.

To strengthen our team in Europe, we are looking for a full-time inside sales individual.

## Inside sales | Lead manager (Innsbruck / Vienna / remote)

### Role and responsibility

- Build and maintain customer relations via direct contact, email, and social media platforms
- Qualify incoming leads in initial communications according to defined KPIs
- Assist the global business development team in coordinating the distributor network communications
- Assist the global business development team in coordinating customer appointments, prospecting and key opinion leader (KOL) management
- Support the global sales team with planning and coordinating sales and marketing events.
- Serve as a link between interdisciplinary global teams i.e. sales, customer support and marketing
- Become the champion for company's CRM and a role model for data maintenance

### Requirements

- A bachelor's degree in chemistry, analytical chemistry or life sciences
- Excellent communication skills, with a work style that is structured and data driven
- Skilled in utilizing professional social media (LinkedIn | X) platforms as business tools
- Ability to set and work under ambitious timelines and to learn and improve from setbacks
- Curiosity to learn new skills, adapt to new circumstances and question the status quo
- Computer skills are essential, enthusiasm for working with CRM, Excel and project management software
- Work permit for European Union

### Our offer to you

- Collaborative and dynamic work environment with the global market leader in metabolomics
- Support in your own journey through appreciation, trust, and growth opportunities
- Welcoming working atmosphere with an open-door policy
- A varied and fulfilling job in a high-performing, friendly international team
- Attractive salary package including bonus payments and comprehensive social benefits
- Competitive salary in line with market rates, depending on your qualifications and experience. The minimum salary for this position is EUR 2,500 gross (full-time), and you'll also participate in our performance-related bonus system

### About biocrates life sciences ag

biocrates life sciences ag is based in Innsbruck, is a global leader in the increasingly important field of Targeted Metabolomics. Our metabolomics kits are used in laboratories around the world. We work closely with our customers helping to measure samples and interpret metabolomics data. You can find out more about us and our products at [biocrates.com](https://biocrates.com) or on [LinkedIn](#).

### Ready to apply?

We look forward to receiving your application at the following [link](#) or at [career@biocrates.com](mailto:career@biocrates.com).