

## Account Manager

f/m/d

**WORKING TIME:**

Fulltime

**WHERE:**

Remote or  
Dresden, Germany

**BEGIN:**

as soon  
as possible



**If you were part of a team developing the technology to support health and prevent diseases instead of treating them, would you be proud to be part of it?**

Lipotype is a growing biotech company, and up to this challenge. Ten years ago, we developed Lipotype Shotgun Lipidomics, a leading technology that allows for the analysis of thousands of different lipids (fat molecules) at once. Today, we are the leading lipidomics provider, offering lipid analytics services to academic researchers and scientists in pharma/biotech, food and personal care industries.

### Who are we looking for?

- You are a highly organized & reliable person who likes to work in a team as well as independently.
- A scientific background is required. Having a background in lipid biology is desired.
- You are fluent in German and English and have excellent communicational skills.
- Prior experience in sales and customer support is desired.
- You possess strong time management skills and the ability to prioritize.
- You are service-oriented and like to communicate and interact with people.

### What will you do?

- You will be responsible for new customer acquisition, customer care and relationship building with existing customers.
- Engage in sales negotiations and support the customer along the whole customer journey.
- Plan, execute and follow-up sales events as well as represent Lipotype at trade fairs and conferences.
- Analyse sales KPIs and trends to identify emerging areas of focus and new sales opportunities.
- Develop and drive Lipotype's KOL relationships.

### Why should you join us?

- Dynamic start-up atmosphere to learn, grow and thrive.
- Diverse and committed team with down-to-earth colleagues & flat hierarchies.
- Attractive salary, benefits & company pension scheme.
- Flexible working hours and hybrid working models.
- Ping pong tournaments and legendary company events!

**Apply now** > Send your application to [career@lipotype.com](mailto:career@lipotype.com)

**Join our Lipotype team**

to realize our joint vision of lipidomics for a better life.

[www.lipotype.com](http://www.lipotype.com)

