



ELPRO is a Swiss-based, global solution provider for environmental monitoring for the pharmaceutical, life science, biotech, and healthcare industries. With innovative service models, state-of-the-art data loggers, SaaS platforms including data analytics, and GxP experts to support the system integration into our customers' business processes, we ensure efficiency and compliance throughout their supply chain. Sales and technical support offices are located in Switzerland, USA, Canada, UK, Germany, the Nordics, Benelux, Hungary, Singapore, and Japan. ELPRO is part of the Bosch Group.

Our team at the **USA site** is looking for a new member with immediate effect or by arrangement:

Territory Account Manager, Bay Area, CA

This is what we offer you

- > Independent and responsible work
- > Familiar working atmosphere
- > Modern workplace, flexible working hours and home office option

We give you responsibility for this

- > Initiation and implementation of new business and customer development projects with a focus on monitoring solutions for pharmaceutical logistics
- > Definition of appropriate business development strategies
- > Procurement and analysis of relevant market information
- > Customer advice in the context of new projects and active participation in the implementation of new solutions
- > General support of the Business Development and Key Account department
- > Management in various sales activities (presentations, meetings, conferences, etc.)

This is what you bring with you

- > Higher technical or commercial education
- > Initial experience in sales and business development
- > Interest in or preferably experience in the pharmaceutical and/or hospital industry
- > Enthusiasm for technical solutions, processes and project management
- > Strong customer and solution orientation combined with excellent communication skills
- > Independent, reliable and precise way of working
- > General IT affinity in the area of software as well as very good ERP and MS Office knowledge
- > Fluent in English, other language skills are an advantage
- > Willingness to travel (approx. 30%)

Application to

Cindy Arnold, HR

cindy.arnold@elpro.com

T +1 740 350 2682

ELPRO Services, Inc.

2335 SR OH 821, Marietta, OH 45750

we prove it.

elpro.com