

**SUCCESS IS AN ATTITUDE
IT IS UP TO YOU**

Your future with the No. 1. Start your career in one of the fastest growing sectors: specialist recruiting.

Where will the Hays journey take you? To the heart of the economy. Here you will meet people who determine the pace of business. Together we boost experts' careers and create room for projects within leading companies.

No matter whether you are a graduate or professional: Your career is up to you! With Hays, you can increase your responsibilities within a very short period of time.

Are you success-oriented, pro-active and communicative? Then Hays will take care of the rest! Within Hays' own training centre you will learn all the know-how required. Additionally, you will attend topic specific workshops and have a mentor by your side supporting you.

Join our sales team now as

ACCOUNT MANAGER / KEY ACCOUNT MANAGER - LIFE SCIENCES (M/F)

Location: Basel

Your Duties:

- As Account Manager/Key Account Manager your main task will be to find decision-makers of potential pharmaceutical, medical-technical and chemical manufacturers or contract research organisations in the areas research, development and marketing and you will use telephone interviews and personal presentation meetings to convince them of working with Hays
- You will acquire open positions at new and existing customers and you will match these with the appropriate life sciences specialists
- Through active relationship management and comprehensive support, you will ensure an ideal and smooth placement process for both your customers and life sciences specialists
- You will conduct contract negotiations with customers and specialists in a professional and successful manner
- You will be a competent contact person for your customers and life sciences specialists throughout the entire placement process and the project

Your Qualifications:

- You have a university degree in a business-related field or a vocational qualification in the pharmaceutical industry
- You enjoy working in the sales area and have a special interest in convincing people with facts and value propositions
- You have a performance- and success-oriented personality with an entrepreneurial spirit striving to increase the growth of the company together with the team
- You are a self-confident person with diplomatic skills and sales talent
- You communicate in a professional way not only on the phone but also in personal meetings with decision makers
- You have a strong command of English
- You have relevant professional experience from a sales-oriented job within the life sciences industry

Hays is the worldwide No. 1 in specialist recruitment, supporting more than 3000 renowned companies in Germany, Austria, Switzerland and Denmark and growing rapidly. We tackle every task with determination. Our decades of experience and international network ensure the necessary trust of our customers.

Take the first step now and apply to Hays.

We are looking forward to your application!



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ACCOUNTANCY & TAX/CONSTRUCTION/CONTACT CENTRES/OPERATIONS/EDUCATION/TECHNOLOGY/HEALTH & SAFETY/POLICY/LEGAL/SUPPORT/RESPONSE/PHARMA/CONSTRUCTION/PROPERTY/RESOURCE MANAGEMENT/FINANCIAL SERVICES/SOCIAL CARE/SALES & MARKETING/ENERGY/OFFICE SUPPORT/INSURANCE/ENGINEERING/HUMAN RESOURCES/LOGISTICS/FACILITIES MANAGEMENT/HEALTHCARE/OIL & GAS/ARCHITECTURE/ASSESSMENT/DEVELOPMENT/PUBLIC SERVICES/ACCOUNTANCY & FINANCE/EDUCATION/PHARMA/CONSTRUCTION/PROPERTY/RESOURCE MANAGEMENT/INFORMATION TECHNOLOGY/SALES & MARKETING/RATEGORY/BANKING/MARKETING/ENGINEERING/TELECOMS/HUMAN RESOURCES/FINANCIAL SERVICES/PHARMA/HEALTHCARE/ARCHITECTURE/PROPERTY/RESOURCE MANAGEMENT/INFORMATION TECHNOLOGY/SALES & MARKETING/PUBLIC SERVICES/RESOURCES & HR/ENGINEERING/HUMAN RESOURCES/CONTACT CENTRES/SOCIAL CARE/ENERGY/HEALTHCARE/OFFICE SUPPORT/LEGAL/OIL & GAS