

Sales Account Manager (Cell Culture Media / Life Sciences)

Location: On site (Aachen, DE) or remote

Start Date: As soon as possible

Reports to: Senior Account Manager

Employment Type: Full-time



Join Us in Shaping the Future of Animal-Free Cell Culture!

About PL BioScience

PL BioScience is an Aachen-based biotechnology company commercializing ELAREM, a human platelet lysate (HPL) used as a serum- and xeno-free supplement in cell culture, cell & gene therapy (CGT) and biomanufacturing. We are a fast-growing, commercially-focused start-up backed by institutional investors, scaling our presence across EMEA, North America and APAC.

The Role

We are looking for a proactive, commercially-minded Sales Account Manager to own and grow our EMEA customer base. You will manage the full sales cycle - from inbound lead qualification and sample evaluation through to purchase order, repeat orders and account expansion - while maintaining our CRM (Pipedrive) as a reliable source of truth.

This role is critical to continuity: you will take over an established, growing EMEA pipeline of academic, pharma and biotech accounts and drive it forward.



Sales Account Manager (Cell Culture Media/Life Science)
with customer communication and commercial experience
(Full-time)

🧰 Your Key Responsibilities

Account & Pipeline Management

- Own a defined EMEA territory of research institutions, universities, hospitals, biotech and pharma accounts
- Manage the full sales cycle in Pipedrive: lead creation, opportunity qualification, probability updates, deal stages, and accurate forecasting
- Maintain up-to-date deal records and next-step activities; ensure pipeline hygiene and data quality

Customer Engagement

- Respond to inbound inquiries and convert them into first orders (sample programs → repeat purchases)
- Build relationships with researchers, lab managers and buyers; understand their workflow and requirements
- Execute account-retention and expansion across our product portfolio

Technical & Consultative Selling

- Translate customer application needs into product recommendations (research vs GMP grade, format, options)
- Coordinate sample shipments, follow-up evaluations and technical support with our application team
- Prepare quotations, proposals and order documentation aligned with pricing policy

Sales Operations

- Track KPIs (conversion, win/loss, next activities) and report through the sales dashboard
- Provide input into forecasting and territory planning
- Support marketing events, webinars and customer-facing materials as needed

What You Bring to the Table

To be successful in this role, you should meet the following qualifications:

Must-haves

- Commercial experience in a related field (life sciences, lab consumables, cell culture media or biotech), preferably 2-5 years
- Ability to manage a multi-account pipeline in a CRM (Pipedrive or similar)
- Structured, self-driven work style with strong follow-through
- Excellent communication in English (business fluency); German is a strong plus

Preferred

- Background in cell biology, biotechnology or a related field (Bachelor's/Master's), or demonstrated technical acumen in life sciences
- Experience selling to academic and/or pharma/GMP customers
- Familiarity with cell culture media, supplements or HPL/FBS markets is a plus
- Working style that combines commercial drive with scientific credibility

✨ What We Offer

At PL BioScience, we believe that our people are the driving force behind our success. Here's what you can look forward to:

- **A pivotal role** in a fast-growing, well-funded biotech
- **Direct exposure** to senior leadership and commercial strategy
- **Competitive salary** and the opportunity to grow with the company
- **Flexible working hours** supporting work-life balance.
- **Collaborative**, science-driven team in Aachen

📢 Why You Should Apply

This role is suited for a Sales Account Manager who takes ownership of customer-facing commercial processes within a growing biotechnology company. You will manage inbound enquiries, qualify and follow up on leads, support the sales pipeline, and ensure accurate coordination between customers and internal teams. The position plays a key role in maintaining structured sales workflows and enabling the effective commercialization of innovative products in sustainable cell culture and regenerative research.

✉️ Application Process

Are you passionate about building and optimizing supply chains in a biotechnology environment? Then join our mission to develop and produce the next generation of Human Platelet Lysates (HPL)!

- ✂️ How to apply: Send us your **CV, cover letter**, and **relevant certificates**.
- ✂️ Contact: If you have any questions, feel free to reach out to jobs@pl-bioscience.com

Apply now and become part of the PL BioScience journey!