



## INNOVATION IS OUR PASSION

Securecell specializes in developing high-tech solutions for the biotech and MedTech industry aiming to enhance bioprocessing workflows, advance medical treatments, and ultimately improve patient health. With 30 years of experience, Securecell has been at the forefront of delivering innovative and disruptive automation and digitalization solutions in the biotech sector. These solutions not only optimize but also fundamentally transform bioprocessing workflows. Our deep expertise in bioprocess optimization for biotech, pharma, and academia has laid the foundation for the expansion into the MedTech space and the development of Seraccess—a truly disruptive diabetes therapy redefining patient care.

Continuing steadily on our sustainable innovation path and growth journey, we are looking for a

## KEY ACCOUNT MANAGER

for our Biotech Operations

You are part of our Key Account Management and Business Development Team. In this role, you develop, oversee, and maintain relationships between Securecell and its high-priority clients to form long-term, mutually beneficial partnerships with a positive impact on Securecell's image, and reputation in the market while maximizing revenues by delivering continuous and sustainable growth. You take responsibility for establishing and maintaining long-term partnerships and securing strategic collaborations, driving product innovation, and enhancing market positioning, thereby contributing to revenue growth.

## YOUR PROFILE

- You have a degree in biotechnology, life sciences, or similar plus a minimum of three years of experience in a field-based role in highly competitive markets within the life science industry.
- You are a real hunter, possess strong business acumen, and are resilient and target-driven.
- You have a proven track record of taking on accountability for the development and successful execution of global strategic Key Account Management plans.
- You have an interest in building and maintaining long-term strategic relationships with partners, ensuring successful collaboration in alignment with company goals.
- You are engaged in analyzing industry trends, monitoring the competitive landscape, and identifying customer needs to contribute to strategic decisions and strengthen market positioning.
- You are outstandingly capable of communicating and interacting at all levels of customer management and within our internal organization.
- You are proficient in the relevant languages for the region (English is mandatory, and proficiency in additional relevant languages is a plus) and are willing to travel regularly, including flexibility to international travels
- A valid work permit is required, and only direct applications will be taken into consideration (no agencies).

## OUR OFFER

Securecell offers a highly diverse international working environment and the opportunity to collaborate with highly skilled individuals from various disciplines. Partnership and interdisciplinary collaboration are at the core of our company, our research activities, and the commercialization of our marketed products. We nurture true innovation and creative thinking to advance our research projects as well as to continuously improve our marketed products. At Securecell, you will discover a challenging job, inspiring colleagues, and a true purpose. We foster an environment that supports personal growth, encourages the development of ideas, and empowers you to contribute actively to strategic decisions shaping the future of the company. We are looking forward to hearing from you!

Please submit your detailed curriculum vitae to [hr@securecell.ch](mailto:hr@securecell.ch)

## JOB LOCATION

**This position is based in Securecell AG 's subsidiary in the Netherlands;** however, Securecell AG's headquarters are in Urdorf (Zurich), Switzerland.