



NO₂ Sterilization: 10-30°C. Vacuum optional.™

Key Account Manager Job Summary

The key account manager is responsible for handling the most important customer accounts at Noxilizer. Customers range from Fortune 500 pharmaceutical, biotech and medical device companies to start-ups that are located in the US, Europe and Asia. The key account manager must build and maintain a strong relationship with their assigned customers. The customer contact is often the R&D, product development or brand team leader. They will be the lead point of contact for all key customer matters, anticipate the customer's needs, work within the company to ensure deadlines for the customer are met, and help the customer succeed. In addition to one key customer, the account manager will handle 3-5 smaller accounts. The key account manager will also bring in new business from existing customers and will develop new relationships with potential customers.

Key Account Manager Duties and Responsibilities

- Developing a solid and trusting relationship between major key customers and Noxilizer
- Developing a complete understanding of key account needs
- Managing communications between key customers and internal teams
- Strategic planning to improve customer results
- Negotiating contracts/proposals with the customer and establishing a timeline of performance
- Establishing and overseeing internal budgets within Noxilizer and external budgets with the customer
- Meeting all customer needs and deliverables according to proposed timelines
- Expanding relationships and bringing in new customers

Key Account Manager Requirements and Qualifications

- Able to multitask, prioritize, and manage time efficiently
- Goal-oriented, organized team player
- Self-motivated and self-directed
- Excellent interpersonal relationship skills
- In-depth understanding of company key customers and their position in the industry



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- Bachelor's degree in business administration, biology, microbiology, engineering or relevant field
- Four to five years' previous work experience in technical sales, key account management, or relevant experience especially with pharmaceutical, biotech or medical device companies
- Excellent verbal and written communication skills; must be a listener, a presenter, and a people-person
- Basic computer skills, and experience with CRM software and the Microsoft Office Suite
- Available for occasional business travel

About Noxilizer

Noxilizer is fast-growing medical technology company that provides ultra-low temperature nitrogen dioxide sterilization that offers many benefits over traditional sterilization methods. Our customers are the leading global pharmaceutical, biotech and medical device companies developing the next generation of products. Noxilizer products and services include: feasibility studies, consulting, sterilization equipment, consumable product line, and customer and technical service. Noxilizer's headquarters are in Hanover, MD and has offices in Japan.

Compensation Package

- Salary and bonus
- Stock options
- Health insurance
- 401k
- 15 days of paid time off, plus many federal holidays

Contact

- Send cover letter and resume to: mokahn@noxilizer.com. In Subject line: Key Account Manager