



Lipotype GmbH
Tatzberg 47
01307 Dresden, Germany
T +49 (0)351 796 53 45
www.lipotype.com

Careers at Lipotype – Lipidomics for a better life

7. June 2021

Job offer: Account Manager

f/m/d | Dresden, Germany | Full/Part-time | Begin: as soon as possible

Lipotype is a leading lipidomics provider located in Dresden/Germany. We are looking for an Account Manager to support our team which constantly grows since 2014. You will be:

- Responsible for new customer acquisition, customer care and relationship building with existing customers
- Engaging in sales negotiations and support the customer along the whole customer journey
- Plan, execute and follow-up (virtual) sales events as well as represent Lipotype at trade-fairs and conferences
- Analysing sales KPIs and trends to identify emerging areas of focus and opportunity for improving sales productivity
- Developing and driving Lipotype's KOL relationships
- Implementing marketing campaigns in cooperation with our Marketing team
- Working in an interdisciplinary environment in close cooperation with our analytical and marketing teams

Who you are

You are a highly organized, reliable person who likes to work in the team as well as independently. A scientific background is required. Having a background in lipid biology would be a big plus. Prior experiences in sales and customer support would be recommended. You possess strong time management skills and know how to prioritise. You are service-oriented and like to communicate and mix with people. Fluency in English is a prerequisite as well as excellent communication skills in speech and writing.

Who we are

Lipotype is an innovative lipidomics provider and delivers lipid analysis services for pharma/biotech companies, cosmetics/dermatology industry, as well as for academic researchers. Lipotype is a spin-off company from the Kai Simons and Andrej Shevchenko labs of the world-renowned Max-Planck-Institute of Molecular Cell Biology and Genetics in Dresden, Germany.



We offer

We offer a dynamic atmosphere with great colleagues in an international environment, flat hierarchies, attractive salary, individual training opportunities, company pension scheme, flexible working hours and legendary company events.

... what are you waiting for?

Apply now

Please send your application to career@lipotype.com

Join our Lipotype team to realize our joint vision of lipidomics for a better life.