



ELPRO is a globally active Swiss manufacturer of innovative solutions for monitoring critical climate data in all supply chain processes - especially in the pharmaceutical, healthcare and life science sectors. ELPRO employs 220 people worldwide and has offices in Switzerland, Germany, Great Britain, Hungary, the Benelux countries, Scandinavia, the USA and Singapore. ELPRO has been part of the Bosch Group since 2022.

Our colleagues in Sales / Key Account Management & Business Development at ELPRO USA location are looking for reinforcements as:

NE Territory Sales – Pennsylvania/Massachusetts

This is what we offer you

- Independent and responsible work
- Familial working atmosphere
- Modern workplace, flexible working hours, home office option

This is what you bring with you

- Higher technical or commercial education
- Initial experience in international sales and business development
- Interest in or preferably experience in the pharmaceutical industry
- Enthusiasm for technical solutions, processes and project management
- Strong customer and solution orientation combined with excellent communication skills
- Independent, reliable and precise way of working
- General IT affinity in the area of software as well as very good ERP and MS Office knowledge
- Fluent in English, other language skills are an advantage
- Willingness to travel (approx. 30%)

We give you responsibility for this

- Initiation and implementation of new business and customer development projects with a focus on monitoring solutions for pharmaceutical logistics
- Definition of appropriate business development strategies
- Procurement and analysis of relevant market information
- Customer advice in the context of new projects and active participation in the implementation of new solutions
- General support of the Business Development and Key Account department
- Management in various sales activities (presentations, meetings, conferences, etc.)

Application to

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ELPRO USA

we prove it.

[elpro.com](http://www.elpro.com)