



ACCELERATE YOUR FUTURE

..ZONTAL..

**Solution Consultant (Pre-Sales) - EMEA (m/f/d)
Home Office**

ABOUT OSTHUS Group

OSTHUS Group supports teams in building a deeper understanding of how data can be used to strategically amplify enterprise value long-term. From integration management, analytics to archiving and purging, our team works with company stakeholders to transform enterprise data into high value digital asset. The Group consists of three companies at the moment: OSTHUS Services and two product companies: ZONTAL (e-Archiving and Lifecycle Management Systems) and LeapAnalysis (Federated Virtualized Semantically-driven Data Integration), both of which offer ground-breaking technology where none of its kind currently exist in industry.

ABOUT ZONTAL

ZONTAL space is changing the paradigm of data management by eliminating multiple informatics solutions from SDMS to transform data into interconnected information, on a global scale. ZONTAL provides a digital integration hub for massive-scale data sizes, allowing enterprises in Life Sciences and Regulated Industries to better manage their entire information lifecycle and improve digital preservation.

RESPONSIBILITIES

- Supporting the sales process
- Provide value-based product demonstrations of our Data Life Cycle management and Data Science/ AI solutions
- Create and perform solution presentations & software demonstrations
- Bid Management & RFX proposal responses
- Set up and manage Solution Workshops and POC Solution design
- Supporting Marketing Events

REQUIREMENTS

- More than 5 years of experience within the Life Sciences or regulated industry
- Working knowledge of Data Management, Taxonomies, Ontologies, Semantic, Data Analytics, AI, Lab Automation,..
- Excellent interpersonal, presentation, written & verbal communication skills
- Ability to work with a wide range of customers from end users to C-Level
- Willingness to travel
- Energetic self-starter; able to work independently
- Fluent in English (written and spoken)
- Pre-sales experience and Software trainer experience are advantageously
- Experience in R&D / Manufacturing within pharmaceutical, CRO or biotech organizations preferable
- End-user and/or Administrator experience with Lab Automation software (ELN; LIMS, MES, CDS,..) and an understanding of SaaS/Cloud solutions and technology is beneficial
- First experiences in leadership, professional or nonprofessional, desirable
- Advantageous is the ability to speak multiple languages including German, French, Spanish etc.

YOUR BENEFITS

- Attractive salary
- Medical, Dental and Vision benefits
- Life insurance, AD&D, STD, LTD
- 23 days PTO/Sick leave/Holiday
- Flexible work environment
- Diverse portfolio of tailored training, professional and personal development „measures“ offered by our in-house Academy
- Positive working culture including regular social activities...and much more!

HOW TO APPLY

E-Mail your résumé, your salary expectations and your desired starting date to career@osthus.com. Refer to “Solution Consultant (Pre-Sales) - EMEA (m/f/d)” in the subject line.

Your personal contact: Ivonne Braun

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