

Solution Consultant – Technical Pre-Sales - EMEA (m/f/d)

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.

HOW TO APPLY

E-mail your résumé with salary expectations and desired start date to career@osthus.com. Refer to "Solution Consultant – Technical Pre-Sales – EMEA (m/f/d)" in the subject line.

Your personal contact: Ivonne Braun

ZONTAL Inc.

1990 W. New Haven Avenue, Suite 301
Melbourne, FL 32904
USA



Contact us:
+49 151 11435345
Also via WhatsApp!

Find out more about our culture and your benefits on www.osthus.com/career

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 four companies at the moment: OSTHUS Services and three product companies: ZONTAL (e-Archiving and Lifecycle Management Systems), LeapAnalysis (Federated Virtualized Semantically-driven Data Integration) and Accurids (Distributed Reference and Master Data System), all 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.