



# ACCELERATE YOUR FUTURE

## Senior Customer Success Manager – EMEA (m/f/d)

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### RESPONSIBILITIES

- Management of customer relationships to grow and expand existing accounts
- Management of the sales process from lead generation to the final delivery handover
- Development and execution of sales strategies (territory, account and opportunity strategies)
- Representation of the company at industry associations and events
- Maintenance and reporting of opportunities via CRM system

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### REQUIREMENTS

- Bachelor's degree in Computer Science, Business Administration or similar
- At least five years of professional experience in selling IT consulting projects and software solutions within large accounts
- Experience with 1m+ deals in the European market
- Understanding of the key business objectives across life science and regulated industries
- Practical experience with techniques to influence and guide the sales cycle timeline and customer requirements
- Experience in consulting in the field of life sciences is preferred
- Excellent communication and presentation skills
- Working independently as well as cohesively in a team environment
- Flexible and results-driven way of working and service oriented thinking
- An energetic, proactive and confident approach
- High proficiency of written and spoken English
- Willingness to travel

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### HOW TO APPLY

E-mail your résumé with salary expectations and desired start date to [career@osthus.com](mailto:career@osthus.com). Refer to "Senior Customer Success Manager – EMEA (m/f/d)" in the subject line.

Your personal contact: Ivonne Braun

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Contact us:  
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Also via WhatsApp!

Find out more about our culture and your benefits on [www.osthus.com/career](http://www.osthus.com/career)

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### 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 OSTHUS Services

OSTHUS is a leader in Scientific Informatics. Our customers are the top companies in the pharmaceutical, bioinformatics and life science industries. With sites in Europe, the US and China, we offer a modern, exciting and attractive working environment. Using state-of-the-art methods and technologies, we work on future-oriented projects in the areas of Big Data, Machine Learning and AI. Personal development, innovation and diversity are of great importance to us as well as to our customers and employees.