

**Position:** Business Development Manager  
**Start:** To be agreed  
**Salary:** Competitive  
**Location:** Germany, Austria or Switzerland  
**Website:** [www.camo.com](http://www.camo.com)

CAMO Software, a global leader in multivariate data analysis technology, is looking for new talents to join us in Germany, Austria or Switzerland. As CAMO gears up for further growth, we are looking for a dynamic Business Development Manager that can build business opportunities and develop relationships with both new and existing customers. CAMO delivers software to a range of industries with a focus on food & feed, chemical, pharmaceutical and biotechnology. Experience from these industries is therefore most desirable. The Business Development Manager will drive the regional strategy and sales together with partners and resellers, supported by resources residing at the headquarters in Norway.

### **Main responsibilities**

- Develop short and long-term business objectives for the territory with a focus on our key markets; that are aligned to the overall company business and development objectives.
- Develop and nurture dedicated named accounts throughout the sales process including account planning, upsell, cross-sell and customer retention activities.
- Generate new business leads and partnerships in the designated territory and assess unique market and business opportunities on a regular basis.
- Nurture and develop existing resellers and partners in the territory.
- Sell the entire portfolio of CAMO Software's products, with a focus on sales to the larger Chemicals/Food & Feed/Pharmaceutical/Biotech/Medical Devices companies.
- Develop sustainable business for CAMO in the emerging territories for Process Analytical Technology (PAT).
- Uncover opportunities for new OEM partnerships and support existing OEM's in the territory, supported by the other regional OEM Account Managers.
- Collaborate with other sales teams with regards to global accounts and provide market intelligence to our Technology organization in Norway.

This position is a great opportunity for the right candidate to address a growing market and help customers to realize their business objectives by adding new technology and innovative solutions that help them leverage their data analysis efforts.

### **Desired skills and qualifications**

- Degree in Business or Information Technology, Computer Science or equivalent
- Minimum 5 years sales experience
- Proven track record of achieving sales targets and objectives
- Account and Solution based selling experience
- Proven relationship and network building experience
- Experience from Pharmaceutical, Biotech, Medical Devices and/or the Food sectors
- Knowledge of analytics software and solutions
- Customer oriented and service-minded with excellent written and verbal communications skills
- Self-driven and structured

**What's in it for you?**

- An opportunity to develop an emerging territory and shape the future strategy
- Work with a world-leading data analysis technology in a growing market
- A friendly and supportive company atmosphere with acknowledged industry experts and reputation
- Competitive compensation

**About CAMO Software:**

CAMO Software, makers of The Unscrambler® X software, is a pioneer in multivariate data analysis solutions. Over 3,000 world-leading organizations in the life sciences, energy, chemicals, agriculture, research and manufacturing industry segments use The Unscrambler® X software range for applications such as product development, process and quality control. This is an exciting opportunity to join an established company with world-leading technology at a time when demand for data analysis solutions is growing.

**Questions**

Shirley Henshall, CEO, [sh@camo.com](mailto:sh@camo.com), +47 920 22497

**How to apply**

Send a cover letter detailing your interest along with your resume to Shirley Henshall.