

Dr. Thomas Winkler

Sales Leadership / Business Development / Life Sciences / Executer

Profile

Experienced sales leader with 15+ years in the life sciences sector. Following senior roles at Lonza and extensive experience in global key account management, I have built and led teams across Europe and played a key role in shaping strategic setup in Sales, Marketing, and Service.



Core Competencies

- Sales Leadership: Building and coaching international sales teams
- Business Development: Opening new markets & driving product launches
- Global Account Management: Managing top pharma clients and long-term partnerships
- Strategy & Growth: Developing go-to-market strategies and scaling revenues

Key Achievements

- Global Sales Strategy – Developed and implemented global sales strategies with sustainable revenue growth
- Service Business Build-up – Established instrument service business in Europe, including structures and processes
- Strategic Marketing – Co-developed and rolled out global marketing strategies
- Industry Thought Leadership – Speaker at international congresses and industry events
- Channel Management – Built and managed EMEA distributor network
- Innovation & Product Launches – Collaborated with R&D to define new products, created business cases, and assessed market potential
- M&A Involvement – Led commercial due diligence and played a key role in post-acquisition commercial integration

Value Proposition for Collaborations

- Deep understanding of the pharmaceutical and biotech industry
- Proven expertise in building sales organizations and scaling new business fields
- Combination of operational sales leadership and strategic coaching mindset
- Open to: Interim Sales Leadership, Business Development projects, Advisory & Board roles

Contact

 Thomas.Winkler01@gmail.com

 +49 17642061899

 LinkedIn: [Thomas Winkler, PhD | LinkedIn](#)