



Positionsprofil

Sales Account Executive Genomics, North-Germany (m/f/d)

Our client is a leading manufacturer of automated laboratory instrumentation and cutting-edge technology products for Life Sciences, and clinical diagnostics.

We are searching you for taking care of their product portfolio of NGS workflow solutions.

This sales role operates home office-based, located in the territory.

It is a challenging position in a dynamic, international and diverse organization. It includes a comprehensive compensation and benefits package, and exciting career opportunities, incl. a wide range of training courses.

Your responsibilities:

- Prospect, develop, and close sales at or above goal in the assigned territory; develop and implement plans to achieve assigned sales growth.
- Develop and maintain high-level customer satisfaction and retention through one-on-one contact with current and potential customers.
- Generate leads for sales; contact prospective customers to determine product needs and perform sales presentations.
- Participate in sales meetings and provide quality input.
- Work closely with commercial and global marketing colleagues to develop tactics and programs.
- Maintain CRM, keeping all customer information current, and provide accurate forecast information.

Your ideal qualification:

- Degree in biology, biochemistry or comparable.
- Field sales or field applications experience with demonstrated track record in selling complex products or solutions.
- Knowledge of biotech and academic accounts within territory.



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- Familiarity with Next Generation Sequencing technologies; knowledge of top NGS platforms, applications and tool providers required.
- Strong presentation and communication skills.
- Excellent interpersonal skills, high self-motivation.
- Flexibility; able to thrive in a fast-paced environment.
- Excellent German and English language skills, in word and writing.
- Ability to travel.

Please, contact for further questions:

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