

REGIONAL SALES MANAGER



WANT TO BE PART OF MOVING LIFE SCIENCE FORWARD?

ABOUT THE JOB

The Regional Sales Manager is responsible for developing the market for Svar Life Science by develop and execute on sales strategies, commercial planning and customer relations in Western Europe. Analyze customer business requirements as a basis to develop sales strategies and propose new product/services for marketing and business development teams. Together with internal sales and marketing resources develop routines to create revenue growth, customer satisfaction and sales efficiency. Work closely with business development team to set commercialisation strategies for the region for new products/services.

Responsibilities include, but are not limited to:

- Sales responsibility for customers in the region
- Developing existing strategic accounts and new strategic accounts
- Develop, formulating and executing sales strategies for the region
- Analyse customer requirements and design solutions to complex customer business requirements
- Preparation of business cases for the implementation of system investments

Location: Home based

Coverage Area: Western Europe (Germany, Austria, Switzerland & France)

Reports to: Sr Director Sales EMEA and APAC

To apply: Please send your application to jobs@svarlifescience.com

ABOUT YOU

You have a a University degree in science (such as biology, medicine or molecular biology) on a PhD or Master of Science – level and at least 3-5 years' experience from sales of projects and/or complex products within the Life Science industry. Preferably hands on experience from lab work within the Life Science industry (Pharma/Biotech or a CRO) You are used to work independently from a home-based office. You should be able to travel 50% of the time to visit customers.

Experience from working in an international environment or an international company is a merit. If this merit includes experience from selling to customers who are on a VP or C – level is a big plus. You are fluent in the German language, have excellent English skills and preferably another language such as French.

You have a driving personality with ability to prioritize tasks to accomplish goals and objectives. Entrepreneurial mindset who want to build a highly successful business will take us places. A team player who values that your own success is dependent on the success of the team. You have excellent communication, presentation and intercultural skills and the capacity to translate technical and scientific information to selling points. You are analytical with ability to tackle problems and take actions, act on opportunities and generate new ideas.

Have any questions?

Please contact Camilla Duborn, Senior Director Sales EMEA & APAC

Phone: +46 724-008244 or E-mail: camilla.duborn@svarlifescience.com

ABOUT US

Svar Life Science is a Swedish company that works to enable personalized medicine by serving the global life science market with tools for drug development and companion diagnostic solutions.

We deliver answers you can trust from discovery to diagnosis - our combination of high-quality products, innovative technologies and comprehensive laboratory services are used by our customers to discover new therapeutics, diagnose patients and treat diseases.

You can be sure of our answers: we've been working right across the clinical diagnostic value chain for more than 30 years.