

WE ARE LOOKING FOR A

Sales Executive for Germany

Sales Territory Area

South Germany with postal codes 7xxxx, 8xxxx, 93xxx, 94xxx

North Germany with postal codes PLZ 2xxxx, 3xxxx (without 39xxx)

We develop insights- for the health and life of people

We are a leading, future-oriented young company for biosensors and digital diagnostic platforms. We build the core competencies of our company on the qualifications of our employees and their many years of practical experience. At our location in Berlin-Adlershof with about 30 employees we develop and produce a novel digital diagnostic platform for rapid antibody diagnostics and soon also revolutionary DNA rapid diagnostics.

We address industrial companies, laboratories, physicians, clinics and pharmaceutical companies that require timely results and reliable statements in the field of immune and targeted DNA diagnostics.

The company is constantly growing and we are expanding our sales department. Immediately we are looking for a

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Your tasks

- Sales responsibility for your sales territory
- Competent customer acquisition and support
- Convincing contact persons
- Advising customers on all technical issues
- Presentations and training on our products and services
- Regular reporting and analyses
- Extensive market and competition observations as well as participation in trade fairs and congresses
- Constant increase of market share in your territory and achievement of sales targets through implementation of marketing and sales strategies

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Your profile

- Completed vocational training or studies in the medical field and many years of professional experience in sales
- High sales orientation and closing confidence
- Strong ability to build sustainable and long-term customer relationships
- Very good knowledge and proven success in customer acquisition
- Confident handling of the current MS Office programs
- Driving license (car)
- Very good knowledge of German and English

Your personality

- Enthusiastic dynamic personality with excellent communication skills and presentation professional
- Strong customer and service mentality
- Enthusiasm for travel
- Structured and service-oriented approach to work and work organization
- Organizational talent and strong communication skills
- Independent, structured work

Our offer

- A great team in a company that is on a very successful path
- Personal and professional career opportunities
- Benefits such as company pension plan
- Free drinks (coffee, tea, water) fruit and vegetables in the office
- Possibility of mobile working
- Freedom to develop and implement your own ideas
- Attractive compensation
- A dynamic and innovative working environment in the heart of the biotech scene in Berlin-Adlershof

If you would like to be part of something big and you see yourself in the profile, we look forward to receiving your complete application documents with earliest possible starting date to Sabine Massenkeil-Kultus, career@inventicsdx.com.