

International Sales Manager

Regular Full-Time
Darmstadt, GERMANY

Are you a communicative person? Do you like building relationships with new and existing clients worldwide? Do you thrive in employing professional concepts and business objectives to resolve complex issues in creative & effective ways?

If so, this may be the role for you.

Sekisui Diagnostics is a leader in the field of life sciences, specifically, invitro diagnostics and infectious diseases. We are seeking a Germany-based International Sales Manager.

Your focus will be a strong customer-focused philosophy, a positive attitude and high level of detail. You have strong analytical skills and excellent organization ability. You'll have responsibility for sales revenue/budgets/forecasts; develop & nurture key opinion leaders (KOL) within territories; you'll develop an understand of emerging markets within the regions; negotiate, secure, manage and monitor customer contracts.

You are fluent in English (mandatory); fluency in German is desirable; good level of French, Spanish, Arabic and/or Italian is a plus. You will travel 30-50% (European Union (EU), Russian Commonwealth of Independent States RCIS, Middle East, US-HQ as necessary).

Office (Darmstadt) or home office based in Germany.

If interested, please apply for immediate consideration.

Who we are:

At Sekisui Diagnostics, we help improve patient outcomes by doing what we've always done - focusing on innovating and developing highly accurate diagnostics tests, reagents and systems. In recent years, social and consumer needs for medical care have been diversifying in line with dramatic transformations in the global medical environment. We will continue to embrace change and challenge new frontiers so that we can create unique, high-quality products and services that will leave our customers truly satisfied. With worldwide state-of-the-art manufacturing facilities and an international sales and distribution network, we are a solid partner for healthcare professionals, distributors, and manufacturers around the world. Our global capabilities allow us to meet the specific needs of our wide range of customers - and customize solutions at both a regional and product level.

Sekisui Diagnostics offers a competitive compensation and benefits package

Equal Opportunities

As an equal opportunity employer, Sekisui Diagnostics is committed to a diverse workforce. Employment decisions will be made without discrimination based on race, color, religion, national origin, gender, age, sexual orientation, physical or mental disability, genetic information or characteristic, gender identity and expression, veteran status, other non-job related characteristics or other prohibited grounds specified in applicable country and local laws. It is also Sekisui Diagnostics policy to comply with all applicable country and local laws respecting consideration of unemployment status in making hiring decisions.

Sekisui Diagnostics is pleased to consider all qualified applicants for open roles and encourages candidates to apply online. Only those candidates who are selected for further consideration or interviews will be contacted by a member of the company's internal recruiting team.

Please send your application to:

Michael Gismann

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Sekisui Diagnostics GmbH

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