

Biotech / Life Science / Country Sales MK. Manager – Barcelona

My client is an international leader in the design, sale and distribution of specialized scientific equipment, with a particular focus on R&D institutions, universities and biotechnology companies.

In keeping with their strategic growth plans, they now wish to hire a Technical Sales MK. Manager to further enhance new and existing relationships.

Operating from our office based in Barcelona, **you will be responsible for:**

- Develop relationships with new and existing clients, as well as on suppliers, mostly, international companies.
- Working with the technical team to understand clients process development.
- Customizing the plan according to the sales target, and coordinating the team to complete the annual target
- Design and execute, together with the Chief Executive Officer (CEO), the sales and marketing policy of the company.
- Ensure the fulfillment of the group's sales objectives.
- Management, development and motivation the sales team
- Management and optimization of the assigned budget.
- Analyze and know the market and the existing or potential competitors, defining actions to increase market share and the position of the company

We are looking for:

- Candidates **MUST** possess a Biology, Biotechnology, Biochemistry or affiliate degree, along with a minimum of 6 years of sales experience in the biotech field and be familiar with selling equipment to R&D institutes or biotech companies.
- The driving license is essential.

Other key skills include:

- An entrepreneur capable of operating autonomously.
- Excellent communication skills.
- Essential fluent Spanish / English; Other languages will be valued.
- A well organized, dynamic and structured approach to each day.
- Able to demonstrate achievement of objectives.

Competitive remuneration package according to the experience provided.
Company vehicle. Mobile, and others.

Please, send your resume to: rreverter@amadoconsultores.com