

The TECOmedical Group, with subsidiaries in Switzerland, Germany and Austria, has been a provider of *in vitro* test systems in the field of human medical diagnostics for 25 years. For the past 5 years, we have been part of the EUROBIO SCIENTIFIC GROUP, headquartered in France, a market leader in the field of in vitro diagnostics in the areas of transplantation, immunology, oncology, infectious diseases and life sciences.

In the field of transplantation, we distribute the products of our affiliate company GenDx.

GenDx is a global leader in molecular diagnostic laboratory solutions for high resolution tissue typing of both donors and patients and monitoring transplant success. We combine our cutting-edge software solutions and reagents for DNA sequencing-based HLA typing and Chimerism monitoring strategies with our excellent customer support including a comprehensive education program.

Do you want to be part of an innovative company that offers excellent working conditions? To represent GenDx products in the northern part of Germany, we are looking for a passionate and self-motivated

SALES & APPLICATION SPECIALIST (PhD, MSc)

to empower customers with HLA typing and Chimerism monitoring

For this position you have a strong background in HLA typing and/or chimerism monitoring and you are preferably experienced with the NGS workflow on Illumina or Oxford Nanopore platforms. You empower our customers through direct support regarding GenDx's product and service solutions, which ultimately helps to advance their research and patient care in the field of transplantation.

Responsibilities

- Build and maintain strong relationships with new and existing customers to ensure satisfaction and loyalty.
- Responsibility for the further development of the territory and achieving sales targets.
- Providing customers with individual advice and support on scientific, technical and commercial issues.
- Creating and explaining customized offers.
- Organize on site demonstrations and laboratory training courses in close collaboration with GenDx specialists.
- Support customer inquiries regarding the use of GenDx's products.

Requirements

- Minimum 3+ years of sales experience in the Clinical Industry or Transplant HLA Market.
- Identify and understand customer goals, priorities and challenges to provide HLA Molecular solutions.
- Ability to forecast business at assigned accounts.
- Strong communication and presentation skills. Represent GenDx products professionally, ethically and morally at all times. Willing to travel approximately 50% of working hours. Excellent command of the German and English language (written and spoken) and living in the northern part of Germany. Able to work from home office professionally.

Do we match?

Send your CV and motivation to seifert@tecomedical.com. Please mention Transplant and your name in the e-mail subject line.

Unsolicited third party/agency profiles and resumes will not be considered.