

INL0117 – Product Application Specialist (m/f/d)

INDICAL - Who we are and what we do

At INDICAL, our purpose is to help to prevent and monitor animal diseases as well as antimicrobial resistance through improved diagnostic technologies. We offer immunology and turnkey molecular solutions, including automation. INDICAL is a leader in molecular diagnostics within the animal health space. We cover all aspects from R&D, production and supply chain/logistics to finance, business development, marketing & sales, regulatory affairs and quality control. Directly covering 17 countries, we are represented in over 160 countries and we are a rapidly growing, profitable science-based company.

We are currently looking for a Product Application Specialist (PAS).

Job description

The Product Application specialist is part of the Sales Team and is responsible for:

- Supporting INDICAL customers with the use of our products: help with technical questions or suspected product issues.
- Working hand in hand with INDICAL's sales and R&D team to coordinate technical projects: product presentations, technical seminars, prototype validation, protocol customization.
- Using INDICAL's CRM system to coordinate all activities.
- Consulting for R&D and Business Development departments. The PAS brings market knowledge and customers' technical requirements to help the optimal development of new products and protocols.

Position requirements

Applicants should have experience in molecular biology and ELISA technology. Ideally technical understanding of laboratory equipment and programming such as Excel VB.

Further, this position requires good English and teaching skills as well as the ability to create a trustful relationship with customers.

Travel requirement: >80% weekly trips within Europe and ~ monthly overseas.

Personal requirements

The desirable candidate is required to have the following skills:

- Fluent in English and at least one other language.
- Be organized, service-oriented, meticulous and systematic
- Have a can-do mentality and embrace teamwork with cross-functional teams
- Experiences with Salesforce.com or similar CRM systems beneficial

Job location: Leipzig, Germany

Functional area: Business Development / Sales

Employment type: Regular full-time

Timing: Immediately

If this challenge appeals to you and you can offer drive, commitment and enthusiasm, we look forward to hearing from you! Please apply in writing to hr@indical.com quoting the reference number and including your complete application documents as well as your earliest starting date and salary expectations.

INDICAL is an equal opportunity employer and values diversity. We take our employment decisions on the basis of your qualification, merit and our business needs.

www.indical.com