

Sales Manager UK/Ireland & Scandics (m/f/d)

Let's improve diagnostics together.

INDICAL BIOSCIENCE (INDICAL) is a global biotechnology company with over 25 years of experience and a leader in the development of innovative diagnostic solutions for veterinary medicine. Our products and technologies help to identify pathogens in animals quickly, safely and reliably and to better monitor the health of poultry, farm animals and pets. Veterinarians rely on us in laboratories, clinics, industry and authorities as well as organizations around the world.

As a diagnostics specialist within the listed VIMIAN Group, INDICAL is part of a global network of innovative companies with a shared passion for improving animal health.

The INDICAL team brings together over 15 nationalities who work in Germany and at various locations worldwide. We are currently looking for a [Sales Manager UK/Ireland & Scandics \(m/f/d\)](#).

Job description

Main responsibilities include:

- Drive sales activities to close opportunities to meet or exceed revenue goals, profit goals and market share goals
- Identify opportunities with both existing and new customers in the region through various sales channels
- Demonstrate clear product and technology expertise across species and technologies (PCR, ELISA, workflow) to confidently serve as the field-based expert
- Development of existing and new customer relationships
- Representing INDICAL at meetings and trade shows
- Planning of sales activities and documentation in Sales Force
- Development of strong personal relationship with opinion leaders and decision makers at veterinary universities, reference laboratories and the veterinary industry
- Market Management for INDICAL's veterinary and animal health solutions
- First contact for implementation of new solutions at customer side

Position requirements

The successful candidate should have a Master of Science degree in biology, biochemistry, biotechnology, veterinary medicine or a related field and preferably at least 5 years' experience in molecular diagnostics in the vet industry.

Personal requirements

- Entrepreneurial mindset
- Strong post-sale relationship management
- Product knowledge
- Problem solving personality with hands-on mentality and good analytical skills
- Be organized, self-responsible, team-oriented, meticulous and systematic
- Embrace teamwork with cross-functional teams
- Technology affinity
- Willingness to travel (~40%).
- Confident and friendly presence
- Flexibility and creativity, ready to work in a fast-paced, high-growth environment
- Be fluent in English (other European languages nice to have)

Why INDICAL?

- We offer state-of-the-art and family-friendly work environment of a globally growing company.
- Flat hierarchies with short decision-making paths and a corporate culture driven by passion and fairness
- Attractive remuneration package and social benefits

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 based on your qualification, merit and our business needs.

Job location: Home office

Functional area: Sales

Employment type: Regular full-time

Timing: Immediately