

Sales Representative Germany Companion Animal (m/f/d)

Reference Number: INDS2401

Let's improve diagnostics together.

INDICAL BIOSCIENCE (INDICAL) is a global biotech company with over two decades experience leading the development and commercialization of innovative diagnostic solutions for veterinary applications.

Our products, technologies and workflows help reliably and rapidly identify animal pathogens to better monitor the health of poultry, livestock, and companion animals. INDICAL's solutions are trusted by veterinarians, laboratories, clinics, industry, authorities, and animal health organizations worldwide.

As the diagnostics arm within the publicly listed animal health-focused VIMIAN Group, INDICAL is part of a global network of innovative companies united by the common passion to improve animal health.

To further bolster our rapidly expanding companion animal diagnostics portfolio and address the dynamic requirements of the growing small animals market, INDICAL is seeking a [Sales Representative Germany Companion Animal \(m/f/d\)](#).

Job description

The Sales Representative Germany Companion Animal, builds trusting relationships with new and existing customers in order to sell INDICAL's products to veterinary clinics. We seek a results-oriented individual responsible for driving significant revenue growth and market expansion of our innovative OvaCyte product range.

OvaCyte Pet is the first fully automated fecal analyzer for intestinal parasites in dogs and cats. With OvaCyte Pet, Vets can test fecal samples for parasites in real time in their own practice. This novel, veterinary technology delivers accurate, reliable and easy-to-interpret information to enable confident treatment decisions and less stress for pets and their owners.

The Sales Representative Germany Companion Animal directly reports to the Global Head of Companion Animal Dx Segment, being part of the sales team. Main responsibilities include:

- Drive sales activities to close opportunities to meet or exceed revenue goals, profit goals and market share goals
- Visiting clients and potential clients to evaluate needs or promote products and services
- Spend 80%+ of the time visiting customers (vet clinics) to present INDICAL POC solutions
- Giving sales presentations and demonstration to a range of prospective clients
- Work closely with inside sales and utilize our Customer Relationship Management system to manage opportunities and drive sales funnel KPIs
- Identify opportunities with both existing and new customers in the region through various sales channels
- Coordinating sales efforts with marketing programs
- Maintain a well-developed sales process that supports getting to the decision maker, exploring needs and arranging product demonstrations

- Maintain initiative by shifting priorities as needed, sharing best practices and having a sense of urgency
- Build and maintain strong relationships within the sales team, establish tactics to close business within large Vet Groups
- Superior listening and communication skills
- Understanding and promoting products
- Attend sales meeting and other necessary travel
- Other duties as requested

Position requirements

The successful candidate should have a Master of Science degree in biology, biochemistry, biotechnology, veterinary medicine or a related field and at least 2-3 years' experience in sales in the vet industry and/or point of care channel.

Personal requirements

- Have positive energy, focused on achieving targets
- Entrepreneurial mindset
- 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
- Willingness to travel (~80%)
- Confident and friendly presence
- Flexibility and creativity, ready to work in a fast-paced, high-growth environment
- Be fluent in German and 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. The documents can be in German or English.

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, Germany

Functional area: Sales

Employment type: Regular full-time

Timing: Immediately