



SALES DIRECTOR – CENTRAL EUROPE

This is an exciting opportunity to join Sengenics, a leading functional proteomics company which leverages its patented KREX technology for producing correctly folded, functionally validated proteins. KREX has become the gold standard technology for detecting any biomarker (autoantibodies, DNA or proteins) that interacts with a protein at exceptional sensitivity and specificity.

As the Sales Director for Central Europe, you will be responsible for the identification of business opportunities and expansion of Sengenics' client base in the European Region with emphasis on Germany, Austria and Switzerland regions. You will act as the primary contact, bridging the company and its customers and collaborators leveraging the Sengenics KREX protein array technology for cancer, autoimmune, neurodegenerative and infectious disease research. This position is remote, with travel requirements of up to 75% to customer sites, conferences and exhibitions. Ideal candidate lives in central Europe.

Key Responsibilities

- Execute and implement the company's commercial strategies to drive business growth and increase the company's valuation.
- Establish, develop and maintain long-term working relationships with new and existing collaborators and customers in the region.
- Develop strategic plans and proposals for winning new opportunities with a focus on large strategic long-term recurring opportunities.
- Attend meetings with key customers, present seminars/webinars and participate in conferences and exhibitions.
- Develop strong working relationships with internal team members to develop successful long-term opportunities.
- Provide sales application support activities for Sengenics' KREX technology and KREX-based products and services.
- Support the Head of EU/UK to achieve the short and long-term sales and business growth targets.



Requirements

- Bachelor's degree in a Life Science discipline e.g. Genetics, Molecular Biology, Bioinformatics, Protein Engineering or related fields.
- 3-5 years of commercial biotech experience, preferably in a commercial biotech or pharma environment managing complex customer relationships and managing a sales team.
- Highly self-motivated with a demonstrated ability to work in a collaborative team environment.
- Proven ability to engage all levels of researcher and senior management levels in a biotech or pharma organisation.
- Strong technical knowledge of proteomics specifically in protein arrays, protein expression, mass spectrometry and assay development are highly desirable.
- Self-directed, strategic solutions-based approach to territory, account management & planning and sales coaching/managing.
- Flexibility in working hours to support multiple time zones.