



Account Manager

Main responsibilities:

- Responsibility and coordination authority for all bMK activities arising from the account.
- Serve as the lead point of contact for all customers of the accounts.
- Plan how to establish and maintain major account relationship in order to achieve annual sales objectives (growth, revenue, margin) for the defined product ranges.
- Execute the SBO meeting plans of actions as agreed with Sales Management.
- Develop own sales skills & knowledge of the products, services and customers by working closely with more experienced sales representatives and Sales Management.
- Interact cross-departmental co-operation, leading to best possible and efficient team work.
- Keep the Sales Force Automation tool daily and correctly up-to-date (customer address, contacts, opportunities, activities etc.).
- Provide marketing and competitive information to corporate and field organizations, having a complete understanding of each key account's business needs.
- Ensure sales activities comply with legal and ethical standards as well as company policies.
- Initiate any Special Value added programs at Corporate accounts. Host VIP, Customer user Symposiums and/or Sales symposiums. Participate and support local, regional, national, international trade shows.

Qualification:

- BS/BA degree in Science / Business related field: Biology, Bacteriology, premedical or medical degree.
- Sales Experience required, minimum of 2 years in selling experience, (capital equipment sales as



well) or experience working in laboratory environment, and/or previous life science or IVD industry sales experience

- Very good organization, interpersonal, communication and presentation skills as well as team spirit
- Intermediate computer literacy and English level