



JOB OPPORTUNITY

SALES MANAGER – MOLECULAR DIAGNOSTICS SPAIN & PORTUGAL

Description:

IPSOGEN SA (Alternext - FR0010626028 - ALIPS), develops and markets molecular diagnostic assays designed to map diseases and guide patients and clinicians' decisions along the complex therapeutic path.

With more than 60 references already used routinely worldwide for the diagnosis, prognosis and follow-up of thousands of patients with leukemia, Ipsogen is now also targeting breast cancer. Its goal is to provide diagnostic information that remained unavailable until now.

Strengthened by its first-rate scientific, clinical and technological partnerships, in addition to its highly-skilled multidisciplinary team in France and the USA, Ipsogen is striving to become the leader in the molecular profiling of cancers. It is pursuing its development and promotion of diagnostic standards that have a significant impact on patients, medical professionals and society.

Ipsogen employed 40 people as of July 31, 2008. Its headquarters are located in Marseille, France. The company also has a subsidiary, Ipsogen Inc., in New Haven, CT, USA.

In order to support our dynamic sales growth (+60% Y/Y), we are looking to recruit a dynamic Sales Manager to strengthen our sales operations in Spain and Portugal.

Salary: Salary is commensurate with experience. Ipsogen provides a competitive compensation and benefits package.

Location: Spain

The Sales Manager will:

- Be fully responsible of sales performances in his/her geographical area
- Identify new prospects and implement plans to convert them into new customers
- Maintain relationships with assigned existing customers, providing superior level of service
- Recommend and guide the introduction of new products to achieve growth goals
- Perform demonstrations, training, and customer support
- Ensure that pricing and terms are profitable and competitive
- Maintain an awareness of business and market related trends
- Manage expenses to remain on budget

Minimum qualifications include:

- PhD / Engineer or equivalent in Molecular Biology
- Minimum of 3 years experience in sales to hospitals and laboratories in the geographical area
- Strong analytical, communication, negotiation and interpersonal skills required
- Ability to travel frequently within an assigned large territory

To be successful you need to be commercially focused, a self-starter with the ability to rise to a challenging environment.

Languages:

Spanish and English fluent, French and Portuguese are optional but will be appreciated

Please send your resume with salary requirements to Marc Essodaigui at jobs@ipsogen.com