

We are permanently looking for a Genomics Account Manager (m/f/d) in the DACH for research:

Genomics Account Manager (m/f/d)

Eurofins Genomics is globally known for its innovative and customized technologies in the life science industries and academic research. We are an international provider of genomic services around the core business lines next generation sequencing, genotyping, gene expression analysis, Sanger sequencing, oligonucleotide, and gene synthesis.

Being passionate about our strong customer orientation, our service and quality standards is our highest priority.

We are an entrepreneurial organization with a dynamic international management team, continuously seeking for new growth opportunities. We encourage our employees to take responsibility and offer personal leeway for shaping the future of the company.

Job Role

The successful candidate will be expected to grow the revenues across all genomic service areas in which we are present, including Next Generation Sequencing, Applied Genomics markets, Sanger sequencing, Oligos, Gene synthesis, Microarray, Genotyping.

The position is home-office based with frequent travel (70%) across the DACH region and to Eurofins Genomics production sites (mostly in Germany).

The Genomics Account Manager reports directly to the Team Lead Genomics Sales Central Europe.

You will be responsible for:

- Increasing sales in all genomic service areas in which we are represented, including Next Generation Sequencing, Applied Genomics Markets, Sanger Sequencing, Oligos, Gene Synthesis, Microarray and Genotyping
- Achieving sales targets in the relevant territory
- Developing the pipeline by discovering and mapping new projects and opportunities
- Carrying out regular reporting: Sales and competitive analysis. Intensive use of CRM
- Implementing the sales strategy in collaboration with the Country Manager and adapting it to the local situation

Your profile:

- You are based in Germany with an in-depth knowledge in sales of genomics technology within the research academic, biotech and industrial/commercial sectors
- Scientific/ technical background, B.Sc. in science or higher
- You have 5 years of sales
- You have experience with genome applications (current and emerging) and associated analysis methods
- Strong knowledge of commercial processes and CRM, sales forecasting, sales and market analysis, sales and marketing reports
- You are results driven: Think strategically, yet understand details
- You are self-motivated: Ability to work autonomously and deliver results against targets
- You are enthusiastic and passionate about sales, with the ability to communicate this enthusiasm to customers
- Numerate: Intelligent, numerate with business acumen, a quick thinker and eager to learn
- High integrity: Must work independently, and without daily supervision

If you have any questions related to the mentioned position, please contact Marco Casati (Research Sales Director Europe). Please send your written application with reference to Position ID „CDE030-EBE-SALES-AM1“ until October 21st, 2024 latest to the HR department (hr-genomics@genomics.eurofinseu.com).

October 07th, 2024

Duygu Demirkaya
HR Business Partner (jun.)
Eurofins Genomics Germany GmbH