



KEY ACCOUNT MANAGER

As part of its continuing growth and expansion around the world, an international company of the IVD sector selects candidates with a professional profile in Business Administration or Biomedical Sciences. Candidates should also have a strong commercial orientation to join the company's internationalization project in the Asia Pacific region.

If you have an entrepreneurial spirit and are willing to travel, these will be some of your responsibilities:

- Preparation, execution and control of annual sales budget.
- Define, implement and monitor sales strategy for each assigned market.
- Explore, identify, gain and build a strong distribution network in the assigned markets through long-term agreements.
- Define and coordinate the different supporting activities from the regulatory strategy, and distribution logistics to the financial management, with the corporate areas of the company.
- Identify new needs/opportunities in target markets.
- Build, analyse and report relevant market information regarding target markets.
- Enter into distribution/sales agreements with new clients, and control their fulfilment.
- Organize/participate in trade fairs defined by the company, and propose new ones.
- Represent the company in the target countries with leadership and integrity.
- Build loyalty.

Position Requirements:

- No less than 4 years' experience in Medical device companies
- MBA/Masters in foreign trade/Masters in Marketing/ Management and innovation in the health sector or related.



- Languages: Must be fluent in English and/or Hindi. Other Asian languages are a plus.
- Proactive, results-oriented, Flexible, Passionate, Negotiation skills.
- Full availability to travel.

Additional Requirements:

- Experience in the IVD sector.
- Have a portfolio of clients in the countries of the assigned region.
- Languages: Spanish.

Workplace:

- Barcelona

Benefits:

- Fixed salary according to the market plus variable salary according to outcomes.
- Good working environment in an international company.
- Be part of a highly motivating and challenging project.

Contact:

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