

Fujirebio – Account Manager France - Area: Paris, North-West of France

We are looking for an Account Manager in Paris and in North-West of France

As Account Manager for our IVD products and systems, your role will be to guide your customers towards advanced solutions tailored to their specific needs.

Your main responsibilities will be:

- Translate Fujirebio's overall sales strategies into operational plans and objectives for your region.
- Establish, in collaboration with the Sales Manager France/Benelux, sales budgets and implement regional development plans.
- Develop a relationship of trust with customers and identify their problems, challenges or needs and propose appropriate solutions.
- Clearly communicate Fujirebio's mission and vision to stakeholders, present and demonstrate available products and solutions, establish and track quotes, and finalize agreements.
- Ensure a high level of customer satisfaction in cooperation with the Marketing team.
- Obtain and provide market information to help define Fujirebio's sales strategies.
- Participate in conventions, client days and other events to maintain and develop relationships with clients and opinion leaders.
- Document and populate request for proposals, price quotes, contract tracking, and opportunity management in the CRM system (SFDC).
- Place orders, participate in tenders, conduct business cases, and forecast sales volumes in your area.

Your Profile

- Holder of a scientific master or bachelor degree with 2 to 3 years of sales experience in an IVD environment, and an in-depth knowledge of the French market.
- Strong communication skills to develop a strong professional network.
- Proven expertise in selling complex solutions, flexible and motivated to cover your region.
- Experience with current immunoassay solutions and understanding of the environments related to these complex sales is desired.
- Knowledge of molecular biology desirable.
- Fluency in French is required with a good knowledge of English.

Why join Fujirebio?

- A challenging full-time position with a competitive salary and attractive benefits package.

- An engaging and stimulating work environment where you contribute daily to improving healthcare.
- A role with varied responsibilities, offering the autonomy to shape your position.
- An open and informal company culture that fosters collaboration across scientific, operational, commercial and support teams.
- Ample opportunities to further develop your knowledge, skills and talents within a recognized Great Place to Work.

<https://www.fujirebio.com/en>