

Fujirebio – Account Manager northern region of Germany

We are looking for an Account Manager for the Northern region of Germany

In this role, you will be responsible for selling our IVD products and systems in the northern region of Germany by guiding your customers to state-of-the-art solutions in line with their needs and challenges.

Your key tasks will be to:

- Translate Fujirebio's overall sales strategy into regional action plans and objectives to achieve agreed sales targets;
- Establish – together with the Sales Manager DACH – the sales budgets and set up area development plans;
- Build a relationship of trust with customers to identify customer problems, challenges, or needs and propose the right solutions;
- Clearly explain Fujirebio's mission and vision to all stakeholders; propose and demonstrate available products and solutions; prepare and follow up on quotations and actively ask for the closing;
- Ensure, in cooperation with Marketing, a high level of customer satisfaction;
- Obtain and provide market intelligence to enable informed discussions and negotiations with all stakeholders and to contribute to defining Fujirebio's sales strategies;
- Be present at relevant congresses, customer days, and other customer-related events to maintain and further develop relationships with customers and opinion leaders;
- Document sales calls, contract follow-up and opportunity management in the CRM system (SPDC);
- Make purchase orders, participate in tenders, create business cases and forecast sales volumes within your region.

Your Profile

- You hold a scientific Bachelor's or Master's degree and have 3 to 5 years of sales experience in an immunochemistry and/or diagnostics environment, with up-to-date knowledge of the German IVD immunoassay market;
- Knowledge of molecular biology is required;
- Your communication skills enable you to build and maintain a strong network of professional relationships;
- You master complex solution selling and are flexible to travel within your region;
- Experience with current immunoassay solutions and market approaches within complex sales processes is a plus;
- You speak German fluently and are able to express yourself professionally in 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>