

Fujirebio – Sales Manager France/Benelux

In search of a Sales Manager France/Benelux

About the position

In taking up this job you will be the operational driver to reach the sales budget and expanding sales revenues across all our IVD products and systems in the France/Benelux region. You are responsible for coaching and motivating the commercial teams in your region.

Your key tasks will be to:

- Develop and implement commercial strategies in line with the company's commercial strategy;
- Plan and coordinate the activities of the French and Benelux sales teams;
- Monitor the competition, follow up sector evolutions and take the necessary actions to improve Fujirebio's market position, in cooperation with the concerned Marketing Managers;
- Draft in cooperation with the VP Sales the sales and expense budget for the regions, as well as the individual objectives of the team and propose action plans towards the Management Team;
- Select, train, coach and evaluate the French and Benelux sales teams;
- Be frequently present in the market by visiting key customers in order to fully develop our product lines;
- Accurately forecast annual sales budgets, monthly reagent and instrument installations;
- Collect and transmit market data, propose participations in fairs and congresses, KOL management and identification of new markets and opportunities;
- Schedule and manage Sales and Marketing meetings with each national team occasionally during the year, virtually or in person
- Participate in European Sales meetings, report directly to the European management about the French/Benelux commercial activities and sales analysis to give the necessary visibility to the parent company regarding commercial activities in your regions.
- Develop an appreciation for the diversity of the IVD market and commercial practices in European markets other than France and Benelux.

Your Profile

- Scientific degree ideally in the Life Sciences
- At least 5 years experience in IVD Sales, with a preference for past management experience.
- Having experience in clinical diagnostic with automates/ instrumentation products.
- Knowledge of French/Benelux legislation re. IVD product sales is a plus.
- Business-oriented with analytical skills and strong leadership skills.
- Organisational skills in a challenging environment
- Responsive and initiative taker

- Communication and negotiation
- Creating & maintaining relations
- Languages: Dutch is highly desirable, French is mandatory and proficient English (both oral and written) is mandatory
- Willingness to travel up to 70%, mostly in France/Benelux

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