



Sales Representative Molecular Diagnostics

Company profile:

Multiplicom is a molecular diagnostics company, recently created as spin-out of the Universiteit Antwerpen & VIB. The Company develops, manufactures and sells Molecular Diagnostic products for use with Next Generation Sequencing. For more information please visit www.multiplicom.com.

In order to strengthen our commercial team we are seeking to recruit a talented Sales Representative. In this commercial role you will be responsible to develop the market in the Benelux initially (potentially expanded to some other EU countries) and deliver on sales targets.

Responsibilities:

- i. Promote current and future Multiplicom products and services,
- ii. Select relevant target customers, plan visit schedules and visit the customers in compliance with the plan,
- iii. Manage both new and existing customers and report progress back to the Company,
- iv. Listen to customers to understand their needs and propose Multiplicom solutions to build a mutually beneficial relationship,
- v. Support the Company's educational programs, customer seminars, trade shows & exhibitions,
- vi. Obtain customer commitment and agree with the customers on quantities, prices, delivery and payment terms,
- vii. Deliver quarterly and annual territory targets in line with budget expectations,
- viii. Identify and collaborate with key opinion leaders in the assigned territory.

Qualifications/Experience/Skills:

- i. Academic degree in science (ideally molecular biology),
- ii. 2-3 years experience in selling Molecular Diagnostics products,
- iii. Excellent communication and negotiation skills,
- iv. Can quickly assimilate complex information and present ideas in a simple effective way,
- v. Strong interpersonal skills,
- vi. Very good planning skills combined with a high level of self-organization,
- vii. Strong achievement motivation,
- viii. Exhibits good decision making skills and sound judgment,
- ix. Strong ability to work in an entrepreneurial environment,
- x. Fluent in speaking and writing Dutch, French and English,
- xi. Prepared to travel on a regular basis (30%).

Multiplicom offers a competitive compensation and benefits package, and strong leadership commitment to individual learning and personal development in an entrepreneurial environment.