



BIOCRATES Life Sciences AG – The “Deep Phenotyping” Company, headquartered in Innsbruck/Austria, is a global leader in the dynamically-growing field of Targeted Metabolomics. Our Standardized, hypothesis-driven and quantitative approaches are making Biocrates’ kit products ideally suited for high-throughput applications in Epidemiology and Clinical Biomarker Research, among other fields of use.

Besides Metabolomics Kits that are in use in laboratories worldwide, we also operate a contract-research laboratory in our headquarters, serving both academic and commercial partners from around the world.

Are you looking for a job in an international team, and want to contribute to expanding a successful life sciences company by translating technological features into customer benefits? We are expanding our R&D team in Innsbruck, Austria and have the following vacancy:

International Business Development Manager

We offer attractive working conditions in a growing science driven company with flat hierarchies and short decision-making processes.

Essential functions:

- Manage and grow the agent & distributor network in EMEA and Asia.
- Build and grow a sustainable metabolomics kit and service business according to budget plans.
- Make initial, intermediate and final offers; negotiate contracts in alignment with BIOCRRATES headquarters in Innsbruck.
- Coordinate distributor activities;
 - Draft and issue all commercial proposals detailing the products and services offered, their operational and technical value/differentiation, prices and terms and conditions
 - Visit exhibitions, trade fairs, workshops and clients with the distributors, hold presentation
 - Collect feedback from the distributors about sales, sales forecasts, current and future clients, product regulatory affairs and clients’ technical requirements
 - Manage numerous customer relationships and accounts
 - Close cooperation with Customer Support to promote innovative and targeted metabolomics solutions throughout EMEA and Asia

- Acquire new clients and distribute existing and new products in the assigned region
- Develop and execute a strategic sales plan together with the Head of Business Development

Formal Qualifications

- Scientific education with preferred education in Biochemistry or Biology
- 5 years+ Distributor management is essential, product management experience both in a biotechnology or pharmaceutical corporate environment focusing on diagnostics or related content is a plus
- Proven Distributor management performance
- High interest in customer relationship management

Required knowledge

- Hands on mentality and out of the box thinking
- Operate with little instruction in a highly dynamic environment
- High communication skills and extroverted behavior
- Up to date knowledge of selling skills and market planning
- Understanding of customer & distributor needs, good judgment and ability to liaise with customers.
- Excellent analytical skills
- High mobility & excellent German & English presentation & communication skills
- Entrepreneurship driven
- Friendly, confident, personable

If you are interested in taking part in this fast-paced cutting-edge field of technology, please send your convincing application in electronic form (PDF file only) to: anton.grones@biocrates.com

To meet Austrian legal requirements, the job offer has to include the absolute minimum gross salary according to the collective agreement which is € 40.000,00 per year. The actual salary will most likely be higher and will be negotiated based on the candidate's qualification and experience.