



European Sales Representative BioInformatics

(Anywhere in Europe)

Our company

A strong Scientific and technological pioneering spirit drives bioMérieux development since its creation in 1963. We design innovative in vitro diagnostic solutions for our customers that initiate new forms of scientific partnerships to be at the forefront of the most advanced technologies. Our presence in more than 150 countries with 9,400 employees worldwide secures bioMérieux commitment to public health.

bioMérieux products are used to diagnose infectious diseases, they provide high medical value results for cancer screening and monitoring, cardiovascular emergencies and contamination to improve patient health and ensure consumer safety. Products also include industrial microbiological controls to detect microorganisms in food, pharmaceutical and cosmetic products.

We are committed to creating an optimal work environment that fosters teamwork, emphasizes training and offers international career development opportunities.

Your Mission

bioMérieux has recently dedicated a complete business unit to innovation in “big data” analysis. We are offering bioinformatics solutions to our customers.

As European Sales Representative, you will be responsible for developing sales revenues in a fast moving market with constant new technologies and applications.

You will be prospecting new accounts in the field of microbiology in several market segments: clinical, industry (food, pharma), public health, and academics.

We Offer

New challenges in a fast developing new business unit with short decision processes.

An in depth training to our products.

A modern and flexible working condition in an international surrounding with highly skilled colleagues.

You will be working from home office, with frequent travelling to our different head quarter and local offices and customers. Travelling time up to 80% of time.

Your tasks and Responsibilities:

- **Identify** High Value target leads in Europe
- Actively **sell** our product portfolio during face-to-face meeting, or via conference calls.

- **Organize** your sales action plan and appointments.
- Negotiate agreements and close deals thru assiduous **follow-ups**
- **Report** activities and sales opportunity status in our CRM
- **Deliver** Monthly sales forecast and keep track of revenues target
- Regular contact with our sales and support team
- Attend conferences and exhibitions to represent our unit and advertise our products
- Know your customers and territory : Liaise with the rest of the business team and the development team to identify further improvements to the products or new field of applications.
- Keep up to date with innovative technics and scientific publications in microbiology and bioinformatics

Your profile

- Minimum of 2 years of filed sales in similar products or market (Industry or hospitals). Existing network within the given markets including Key Opinion Leaders
- Scientific background in biology (minimum Bachelor). Ideally in Microbiology, molecular biology or bioinformatics
- Familiar with common molecular biology and genetic analysis methods (PCR, Maldi-Tof, NGS)
- Attracted and basics understanding of bioinformatics
- Customer orientated
- Willingness to travel 80% of time, a professional appearance and very good English language skills (written and spoken) are a prerequisite. Moreover, basic knowledge in French is preferred. Dutch and any other European language is an added value
- Autonomous : Ability to work effectively from a remote location with minimal supervision is required

Your Location

Anywhere in Europe (home office). Easy access to main transportation (Train station, airport). Good internet connection.

Apply as follows:

Send your CV and resume to careers@applied-maths.com

To the attention of Mr. Benjamin Moingeon

Or apply online via: <http://www.biomerieux.com/en/careers> (European Sales Representative Data Analytics – 49851)