



MH Guide is an analysis software that supports molecular pathologists and oncologists in the interpretation of large molecular datasets. Independent of the sequencing technology used, MH Guide can make complex datasets readable, and automatically identify genetic variants that are relevant for the treatment of cancer patients. This information is translated into specific clinical knowledge. We extend our existing customer base in APAC with focus in South Korean, China/Taiwan and especially Japan. To support the business unit with high class scientific and product knowledge we are seeking for our headquarters in Heidelberg a highly motivated

Sales & Business Development Manager APAC (m/f/d) with a biological or medical background

As a member of the Scientific Sales and Business Development Team APAC, you support our local customers in Japan or China with your product expertise as a medical device consultant and with your domain knowledge as a biologist or MD. Inevitable for the position are fluent language skills in Japanese and/or Chinese.

Your responsibilities in details

- Support in planning and execution of sales and BD activities to implement the corporate strategy in the target customer segments
- Work with the scientific field support and marketing team to strengthen our sales strategy in relation to existing products and contribute to the development of new product ideas and service offerings
- High level of responsibility for achieving quarterly, half-yearly and annual sales targets and profit planning for the APAC Sales & Business Development team
- Actively manage key accounts with existing customers to increase sales under existing contracts
- Share responsibility for the sales cycle including (price) negotiations with customers and partners, sales planning, building customer relationships, managing processes, market monitoring and analysis, developing

sales budgets and communicating effectively with partners across the organization to ensure appropriate sensitivity to sales and customer needs internally as well

- Give pre-sales presentations of our cutting-edge medical device software to customers, (e.g. doctors, human geneticists, oncologists)
- Provide support in meetings with KOLs and subject matter experts (appointments, conferences, symposia)
- Comprehensive internal management of customer feedback in close coordination with functional departments (e.g. Quality Management, Product Management, Development, IT, Biomedical Curation)
- Support projects for the ongoing development of our analysis tool in close cooperation with Product Management and Product Development

Your skills and qualifications

- Fluent in Japanese and/or Chinese (must have, ideally native level) and English or German
- Complete university studies in a minimum of a Master's degree, ideally with PhD in biomedical sciences, medicine or a closely related field
- Sales and Business Development experience especially in facing physicians/medical scientists as customers
- Knowledge of biomarkers, drugs and disease mechanisms in oncology as well as NGS and its applications in clinical diagnostics
- Expertise in the field of molecular cell biology and genetics
- Very good presentation skills regarding complex scientific content
- Willingness to engage in international business travel to APAC destinations
- A high level of motivation with a structured and goal oriented working style

We offer

- An innovative, exciting international company that values employees who can think outside of the box, who want to make a difference and strike out in a new direction
- A challenging, stimulating scientific and professional environment with a focus on innovation and on the continuous development of our company
- A modern working environment in a new office building
- A multicultural team and attractive company events, together with an open culture of trust
- Excellent location in the center of Heidelberg
- Opportunities for personal development in a global company
- Competitive compensation and attractive benefits package, flexible working models including partial home office possibilities



We are looking forward to receiving your complete application (cover letter, CV and certificates), in English or German, including your salary expectations and earliest start date.

Please send it via email to Thorsten Vogt

careers.de@molecularhealth.com

For further information on how your data will
be processed in the context of an application, please follow the link:
www.molecularhealth.com/en/privacy/