



Do you want to join an innovative and dynamic company, on a human scale?
Join us at Genomic Vision, a pioneer in molecular combing, is a biotechnology company specializing in molecular diagnostic solutions and the development of DNA detection tools for in vitro diagnostics and research.

As part of the launch of new innovative products and services in the research and diagnosis of rare and oncogenic diseases, we are looking for an Account Manager to develop our sales.

Main missions & Responsibilities

Member of Marketing & Sales team, you implement the company's commercial strategy and are responsible for achieving the turnover within your field. As such, you manage multiple accounts with a personalized follow-up. You ensure the prospection of new customers from quote to the closing of the sale.

You report your activity in the Salesforce CRM database.

You provide a customized customer tracking in close collaboration with Application Scientists, experts in genomics and proprietary technology.

You overlook the smooth running of post-sales processes with the installation teams (ITS), LeLab Services and customer support.

You safeguard, with the concerned departments, the compliance of the GSC or any other particular contract.

Contract

CDI Full time

Profil / skills

Bac + 5 Business School

3 to 5 years of sales experience in a biotech / medtech

Experience in project management

Knowledge of diagnostic and genetic research markets

Strength of proposition and conviction, team spirit, pedagogue, agility, proactivity

Knowledge of Salesforce (or other CRM) would be a plus

Perfect command of written and spoken English

Package

43/45K€ + 20 % variable

Restaurants tickets 10 € supported at 50% by the company

Send your candidature by email at careers@genomicvision.com - Ref : AM180921