

## **Technical Marketing and Sales Manager – China**

SCIENION is Germany based company, leading manufacturer of ultra-precise, robust, high performance dispensing automation equipment within the life-science and diagnostic field. Our systems are used from early R&D activities to industrial high throughput manufacturing of innovative diagnostic devices and biosensors. We also offer assay development and contract manufacturing services, offering a spectrum of full solutions involving the full manufacturing process.

Scienion is experiencing rapid growth and are seeking an expert in scientific marketing, technical sales and applications in the biotech and/or industrial field. The candidate will be responsible for driving the technical marketing strategy within China and supporting the Marketing Team. The Candidate will also strongly support the sales team as an application specialist, lead finding and technical support. The Candidate will be responsible for analyzing the Chinese market and take action to increase the Company presence and increase sales.

The Candidate will work within a team and have the task to help the team to succeed in achieving sales targets. Performance will be measured on team sales goals, customer satisfaction, number of new qualified prospects, and number of new leads collected, in particular, through digital marketing. The target will be discussed every year with the manager based on a performance appraisal review.

This position will be Shanghai based and will report to the VP Asia Operations & Industrial Solutions of SCIENION.

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### **Job Description**

- Proactively lead and execute the marketing strategy for the Chinese market in collaboration with the global marketing team based in Berlin.
- Localize marketing content for the Chinese market and work with Global Marketing Team to generate new ideas and strategies.
- Monitor and analyze the Chinese market and competing technologies to support marketing and sales. Keep updated with innovations happening in the Scienion field
- Support Sales Managers as an application specialist
- Identify new sales leads and opportunities, prepare technical quotations, and input information into CRM as required
- Deliver presentations and product demos to potential customers.
- Actively represent the company at conferences, trade shows and other events.
- Travel up to 50% of the time required in China and abroad.
- Participate in internal training – mainly in Europe.

### **Candidate profile:**

- Bachelor's Degree in life sciences; Master's Degree is a plus.
- Relevant experience in life sciences, biosensors and/or high-tech manufacturing equipment is a plus.
- Excellent interpersonal, verbal, and written communication in both English and Chinese are essential.
- Excellent presentation and communication skills.
- Proven experience in delivering tangible results.
- A self-starter, working well with and without supervision and showing personal responsibility.

- Strong work ethics and high work standards.
- Energetic and passionate about science, sales and marketing.
- Results-driven, proactive team player capable of working independently and in groups.
- Valid passport and willingness to travel domestically and internationally as permitted (up to 50% of time).
- Work or study experience in Europe or USA would be beneficial.

**About you:**

You are passionate about biotechnology, sales, and marketing. You enjoy working hands-on with instruments, writing technical articles, interacting with customers, and spending time on the internet for market research and networking. You have a strong scientific curiosity and willing to help attitude, enjoy multitasking, and have an impressive ability to learn and increase your skills. You are motivated by the idea of being a part of a team working to change the future of diagnostics. You will adapt to work from home office, navigate on web and writing articles but also to travel to visit customers and attend trade shows.

**Candidates with a high level of commitment and initiative are encouraged to apply.**

**Please send your CV and cover letter by email to [hr@scienion.com](mailto:hr@scienion.com).**