

Sales Manager – South Korea

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 technical sales and applications in the biotech and/or industrial field.

We do not expect our future colleagues to know-all but to be passionate and willing to learn to achieve the best. We want them to be persistent in solving problems. If you like this spirit and are a team-animal, you are the one we are looking for!

We are looking for a Sales manager, and this position will be Seoul based and will report to the VP Asia Operations & Industrial Solutions of SCIENION.

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Job Description

- Generate new leads and arrange client meetings.
- Follow up new incoming leads from various sources (campaigns, webinars, website etc.).
- Identify new business opportunities by targeted prospection and close new business deals.
- Organize customer workshops and represent our company at scientific conferences.
- Organize live demos for potential users in academic and industry.
- Work with the marketing team to drive initiatives, enhance campaigns and build material for the market.
- Have continuous contact with existing customer.
- Update the CRM system with current activities.

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.
- Existing network in the life science industry and research sectors.
- Full professional proficiency and excellent interpersonal, verbal, and written communication skills in both English and Korean is 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 technical sales.
- 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 and sales. You enjoy 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.