



Mainz Biomed is an international, innovative, and emerging biotechnology company. It specializes in the development of in vitro diagnostics in the field of cancer prevention and targets laboratories, physicians, companies, and patients with its portfolio.

To support our team, we are looking for a

Key Account Manager (m/w/d)

as a fulltime employee (40h/week), field based with minimum 40% travel mainly across Germany.

Your responsibilities:

- Ability to work independently, promoting and selling ColoAlert to achieve the Territory Sales Goals
- This will include developing and executing a sales plan for the territory in Germany
- Build, manage and grow the Sales Opportunity Funnel by identifying, developing and nurturing new sales opportunities
- Maintain thorough, accurate and up to date customer records in CRM (SFDC)
- Develop strong relationships with colorectal cancer screening influencers in academia and develop a key account strategy for these key opinion leaders
- Continuous development of client relationships and client sales engagement, hold quarterly reviews with all accounts
- Liaison between customers and internal departments
- Preparation of tailor-made presentations for potential new customers
- Developing marketing & sales concepts and materials with our clients
- Supporting our clients in the implementation of marketing activities
- Provide product and sales training for partner accounts
- Support at congresses, trade fairs, conferences and customer meetings

Your profile:

- Degree in biology, business administration, medical technology or equivalent education
- At least three years of professional experience in account management of medical technology/pharmaceutical companies
- Fundamental understanding of the field of molecular oncology preferred
- Exceptional interpersonal communication skills, strong inter- and intradepartmental management skills
- Ability to educate and train being a self-starter with an ownership mindset able to work and deliver on tight timelines
- Strategic and analytical mindset
- Public speaking and excellent listening skills, ability to effectively communicate relevant scientific topics and concepts
- Excellent German and English (minimum C1) language skills, both written and spoken
- Salesforce.com knowledge preferred, advanced knowledge of MS Word, Excel and PowerPoint

We offer:

- A wide range of activities and plenty of opportunities to grow
- Attractive compensation including stock options
- Flat hierarchical structures
- The chance to contribute to an innovative and highly motivated team
- 30 days of vacation per year

Are you interested? Then please send your application documents, your salary requirements, and your earliest possible starting date by e-mail to jobs@mainzbiomed.com. Your contact person, Darin Leigh, will be happy to answer your questions in advance via this e-mail address or by phone at +49 (0)6131/55428-60.