

altona Diagnostics is a medical diagnostic company that develops and manufactures *in vitro* diagnostic tests for the PCR based detection of pathogens such as viruses, bacteria or parasites. Headquartered in Hamburg-Altona, Germany, altona Diagnostics is privately owned and employs over 350 people worldwide. The company has been in the molecular diagnostics business for more than 25 years and is ISO 13485 certified. Our business model is simple and straightforward: good people making good products and offering good service. Come join us if you share the same philosophy!

To strengthen our international sales team, we are urgently seeking a highly motivated and committed

## Sales Manager (m/f/x) for the Scandinavian Region

### Your tasks

- Providing support and advice to our existing customers in the Scandinavia sales region
- Launching the altona automation system in the market
- Identifying and establishing reference customers
- Organising product training courses and participating in trade fairs and conferences
- Continuously increasing the market share by acquiring new customers
- Market observation, competition analysis and identification of market opportunities
- Preparing offers
- Acting as an interface between the company and our customers

### Your profile

- University degree in natural sciences or equivalent qualification
- Several years of experience in sales, preferably in molecular diagnostics
- Reliable communicator with a convincing and engaging demeanor at all levels of the company
- Outstanding negotiation and strong sales closing skills
- Fluent business English and proficiency in a Scandinavian language, both spoken and written
- Solid knowledge of standard MS-Office applications
- Willing to travel frequently (up to 80%) and a valid category B driver's licence

### Our offer

Take advantage of the many opportunities available within an expanding international company. You will work both independently and as part of a team in a highly motivated, open and friendly environment. Working hours suited to families along with a pleasant and familiar working atmosphere await you.

### Are you interested?

Then we are looking forward to receiving your detailed application, stating your availability and salary expectations. Please send us your complete documentation (ideally in PDF) using the "Apply now" button. Your contact person is Dina Jensen.

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