

Technical Sales Specialist, DACH

We are currently seeking a Technical Sales Specialist, DACH, to bring new and advanced products and solutions for T-cell immune monitoring to the immunotherapy, transplantation, infectious disease, and autoimmunity market.

Are you looking for an exciting job opportunity within a fast-growing field of modern biological sciences? Are you looking for a new career path and would like to make a difference in an innovative and agile organization?

Immudex is a fast-growing biotech company, providing solutions for T-cell immune monitoring within immunotherapy, transplantation, infectious disease and autoimmunity. Based on our proprietary MHC Dextramer® technology, we develop and market research reagents and diagnostic assays, enabling researchers, developers, and clinicians to measure disease-specific T-cell responses.

The position

We are looking for a highly motivated Technical Sales Specialist for the DACH countries as well as in other assigned territories. You have strong technical knowledge within immunology, cell biology or genomics with credibility to effectively consult on solutions, products, and technologies with key decision makers. You are thrilled about working with a dynamic team of talented professionals and to introduce new products and grow the MHC Dextramer® products in your region. With your strong business acumen, you will build a territory strategic sales plan to deliver on commercial targets and actively build awareness of Immudex' products. You will report to the Chief Commercial Officer. Location: Preferably Germany, Austria or Switzerland (home-based position).

Main responsibilities

- Maintain and grow the customer base in your territory through technical consultation on solutions and products and understanding of customer business needs to win the business. Respond to customer enquiries through website, e-mails, calls etc.
- Build and execute a territory business plan in alignment with the application support team to meet or exceed commercial targets in your region.
- Establishing and maintaining strong relationship with key decision makers.
- Actively demonstrate strong prospecting and closing skills.
- Participate in conferences and tradeshows.
- Commitment to accurate and timely sales process management, including sales forecasting and pipeline management through use of the CRM system and other relevant IT tools.
- Conducting technical sales presentations at customers and key opinion makers as well as at workshops/seminars primarily in your region.
- Work actively with Marketing & Communication, Product Management and R&D to provide feedback from the market as well as feedback on demand generating activities.

Requirements

- Master's or PhD degree in biological sciences (immunology/cell biology/genomics) is required.
- Ideally experience in consultative sales from the Life Science industry selling consumables to the pharma/biotech and academic market.
- Authentic and enthusiastic with a genuine interest in customer satisfaction.
- Strong organizational capability, ability to work independently as well as ability to collaborate with colleagues.
- Strong written and verbal communication skills to effectively engage with the customer and across multi-disciplinary teams within Immudex. Fluent English and German.
- 20-50% travel time (depending on your location; overnight travel as required).

We offer

We offer a great job with development opportunities in a highly motivating, professional, and friendly environment. You will get the opportunity to spearhead and drive the sale of highly advanced products on a very high scientific level for a highly motivated and educated group of customers. The job will be challenging and rewarding at the same time.

Application

Please apply to this position as soon as possible to job@immudex.com as we will process applications on an ongoing basis. For more information about the position, please contact Henrik M. Pfundheller, Chief Commercial Officer, at +45 4090 2106 or hmp@immudex.com. Your application will be treated in accordance with our policies for processing of personal data, incorporating the General Data Protection Regulation of the EU.

About Immudex

Based in Copenhagen, Denmark, with North American operations based in Fairfax, Virginia, Immudex manufactures MHC Dextramer® for the detection of antigen-specific T cells. Under an agreement with the US Cancer Immunotherapy Consortium (CIC) and the European Cancer Immunotherapy Consortium (CIMT), Immudex also provides MHC Multimer and Elispot proficiency panel services worldwide.

Immudex' MHC Dextramer® products are utilized for the quantification or sorting of antigen-specific T cells in life science research, in vitro diagnostics, as well as the development of immunotherapeutics and vaccines. The primary focus is research-use-only products for the immune monitoring of immunotherapy development and monitoring of CMV cellular immunity in transplant and other immune-deficient patients. In Europe, the CE marked Dextramer® CMV Kit is approved for in vitro diagnostic use for the quantification of CMV-specific T cells. USA FDA 510(k) clearance for the CMV kit was granted March 2017. GMP Grade reagents are available.

Our state-of-the-art dCODE Dextramer reagents enable massive multiplexing of antigen-specific T-cell detection. Detection of over 1000 CD8+ T-cell specificities from a single blood sample has been achieved.

www.immudex.com