



**There are many reasons to choose HUMAN!**

Our strengths are diagnostic reagents and instruments for the clinical laboratory. Our strategy is consistent expansion. The result: today, customers in more than 160 countries worldwide trust HUMAN's products and solutions made in Germany. For more than 40 years, HUMAN has been on path for growth. Our employees play an active role in shaping that course - for HUMAN, for their own futures and not least for the improvement of health care services in emerging and developing countries. To strengthen our sales team, we seek at the earliest possible date a

## **Junior Sales Manager (m/f/d) English speaking Africa Region**

Location Wiesbaden, Germany

### **Your responsibilities:**

Liaising closely with our experienced Regional Sales Manager you'll learn on the job how to effectively cooperate with our distributors in the English speaking Africa region. You'll be trained to formulate business plans and financial projections for the countries in your sales territory and to monitor implementation processes. Seeing the big picture as well as the detail, you'll implement successful marketing and pricing policies and establish a sales strategy that will work for the region. This will also include monitoring sales and revenue performance and initiating corrective measures when necessary. Together with our distribution partners in the region you'll conduct visits to laboratories and hospitals and carry out product trainings for new customers. Finally, you'll be responsible to find, appoint and train new distributors.

### **Your profile:**

- > A medical education combined with a background in clinical laboratory
- > Knowledge/first experience in the field of in vitro diagnostics (reagents and analyzers) is advantageous
- > Sales talent and commercial understanding
- > Fluent English speaker with good written and oral language skills in French and ideally also German
- > Willingness to travel on a regular basis – approx. 50 %

### **What we offer:**

We offer a large room of freedom for your personal development in an open and challenging environment. Midterm we intend to have a permanent presence in English speaking Africa. This provides you the opportunity for future local employment. HUMAN is characterized by short decision processes and a good working atmosphere. If you are interested in shaping your own success, send us a compelling CV including your desired salary.

### **Send your CV to:**

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Biochemica und Diagnostica mbH**

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**> Apply now!**

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