



Account Manager SALES & Product Support

apDia bv, located in Turnhout, is a biotechnological company specialised in the development, production and sales of in vitro diagnostic tests and analysers. We are also distributor of R-Biopharm and Grifols, among others. Our customers are mainly hospitals and clinical laboratories.

To strengthen our team, we are currently looking for a sales and product specialist.

JOB DESCRIPTION:

You are responsible for maintaining existing customers and for further expanding our market in the Netherlands or Wallonia / Luxembourg. Your focus will be on the sales of blood group equipment/ reagents and products for serology and infectious diseases. You do this by creating brand awareness, events, marketing material, good product knowledge and so on.

You are accurate in your reporting to the sales manager and CEO with whom you work closely on the global growth strategy. You are familiar with the term customer centricity, that is what apDia stands for.

OFFER:

At apDia you will find an open and inspiring environment with plenty of opportunities for creativity and new ideas. Based in Turnhout, you will work in a team of motivated professionals and have contacts all over Europe. From your position, you can help to expand our human and social mission. We offer you a competitive salary package in accordance with your responsibilities.

PROFILE:

You have a relevant and successful experience in a similar position, preferably in the medical industry. Marketing and Sales experience is an advantage. You are a bio-engineer or have a laboratory background or equivalent through experience. Knowledge of immunohematology and affinity with infectious diseases and/or molecular techniques is a plus. You have good negotiation skills and strategic insight. You are able to successfully develop and maintain long-term relationships and eagerness to learn is more than key!

You can express yourself (written and oral) fluently in Dutch, English and/or French (Wallonie / Luxembourg) and are not afraid to have frequent telephone contact with our customers. You are disciplined and have an ethical and loyal attitude to work with the rest of your team.

Interested?

Send your CV to pascale.verstappen@apdia.be

