

PathoFinder is an innovative in-vitro diagnostics (IVD) company founded in 2004 with headquarters in Maastricht. The company focusses on the development and sales of the so-called “Syndromic panel testing approach” (multiplex PCR) for infectious diseases. Sister company PathoNostics is focussing on the development and sales of real-time PCR tests for fungal pathogens. Both companies sell their products worldwide to hospitals and private healthcare centres via a large distributor network. To expand our sales activities we are currently looking for a:

### **Sales & Marketing manager – IVD products**

As Sales & Marketing manager you are responsible for the global sales of PathoFinder/PathoNostics products to customers and distributors. You are the key contact for distributors and together with the sales team responsible for representation PathoFinder/PathoNostics on exhibitions, conferences and meetings.

Key duties and responsibilities:

- Selection of new distributors, maintenance of distributor contacts, setting up distribution agreements and annual distributor performance evaluations
- Joint visits of customers together with distributors
- Product/sales trainings to distributors
- Sales related negotiation with distributors and direct customers
- Collecting market information regarding existing products and possible future products
- Collecting relevant information regarding local legislation for IVD
- Competitor analysis of IVD products in the field
- Preparation of promotional materials

Qualification and requirements:

- Bachelor or Master degree in biomedical, (molecular) biology or microbiology
- Excellent communication, interpersonal, customer service and presentation skills
- Sales and target driven and a pro-active mentality
- Fluently in Dutch and English, both verbally and in writing
- At least 2-3 years commercial experience; preferably within an IVD company
- Experience in working with an ISO13485 quality management system

We offer you:

- International and dynamic work environment
- Full time position (40 hours/week)
- 25 days leave with a full-time position
- Adequate secondary working conditions
- Contract for a minimum of 1 year, with the prospect of a permanent appointment

If you are interested in this position, send a motivation letter and CV to Dr. Guus Simons, CEO of PathoFinder and PathoNostics ([Guus.Simons@pathofinder.com](mailto:Guus.Simons@pathofinder.com))