

About us

CeGaT GmbH, founded in Tübingen in 2009, combines medical expertise with Next-Generation Sequencing (NGS) to answer questions from medicine, science and the pharmaceutical industry worldwide. As a leading provider of human genetic diagnostics, we help doctors find the genetic cause of rare diseases. We support oncologists and cancer patients in understanding and treating the disease. We offer a broad portfolio of sequencing services and tumor analyzes for research and the pharmaceutical industry. We generate the groundwork for your clinical studies and medical innovations and our own knowledge advances science to the next level. Our laboratory is accredited to CAP / CLIA and DIN EN ISO 15189. To ensure the highest quality results, all processes are carried out in-house under scientific supervision.

We are looking for a

Territory Sales Manager (m/f/d) (D, A, CH, B, NL, L) Sequencing Service Products

Essential duties

- Sale of our Research & Pharma Solutions products to research institutions and pharmaceutical companies in the assigned territory
- Customer acquisition via telephone, email and on-site
- Establish & managerelationships with key opinion leaders in the industry
- Meet sales targets
- Represent CeGaT GmbH at tradeshows and related events
- Collection of market intelligence and competitive information
- Help in formulating sales and marketing strategies as required
- >50% travel required, primarily across territory

Qualifications

- Several years of successful sales in Life Sciences or Diagnostics, ideally in the NGS field
- MSc or PhD in Life Sciences (molecular biology or immuno-oncology preferred)
- Scientific problem-solving skills
- Strong communication and presentation skills
- Demonstrated drive determination and self-motivation resulting in consistent achievement of financial results
- Positive external and internal relationship management skills
- Data driven decision-making individual, with ability to translate strategic plans into actions for continuous improvement
- Ability to synthesize large quantities of information and articulate high-level summaries and priorities
- Knowledge of CRM beneficial
- Fluency in German and English; an additional European language would be an advantage

Why CeGaT?

- Working in a fast developing, hi-tech sequencing service area
- Motivated and helpful colleagues
- Fair treatment and recognition of your efforts by the company management
- Company phone, computer and printer for your home office

Interested?

Please send your CV, cover letter and any additional certificates/documents as well as your salary expectation and earliest possible entry date in one PDF document to: jobs@cegat.de mentioning "Territory Sales Manager" in the subject line.