### We are looking for

**Business Manager (m/f/d) Romania & Bulgaria for medical genetic diagnostics and NGS services**

#### Job description

- Sales of medical genetic diagnostics & customized NGS services in Romania and Bulgaria to medical institutions/MDs and research organizations/biotech companies
- Reaching personal and sales targets
- Establishing & supporting long-term relationships with KOLs
- Thoroughly entering customer information in CRM system
- Answering customer applicational and technical questions (in complex cases using support from CeGaT headquarter)
- Market and competitor analysis
- Support company management in defining sales and marketing strategies in the region
- Negotiations with organizers of and participation in local exhibitions/conferences
- Reporting regularly to Business Manager CEE
- Job requires travel within the region (up to 50% at non-COVID times) as well as participation in sales meetings in the company's headquarter (Tübingen, Germany) 2-4 times a year
- Home office

#### Requirements

- Location in Romania is required, preferably in Bucharest
- Recently obtained M.Sc. or PhD in biological sciences or medicine
- Thorough understanding of genetics (either research or medical genetics)
- Understanding of NGS techniques is an advantage
- 1-2 years of experience in sales/customer care/application support in a biotech, pharma or medical/research device company is strongly preferred
- Experience with a CRM is an advantage
- Self-motivated and result-oriented work ethics with strong communication skills and negotiating ability
- Business fluent English and Romanian is required, additional knowledge of Bulgarian or Russian is an advantage
- Ability to work efficiently in a remote sales team

#### What we offer

- Working in the biggest European NGS provider in a fast developing, hi-tech diagnostic and research sequencing areas
- Privately owned, stably growing company, not dependent on venture capital
- Motivated and helpful colleagues
- Fair treatment and recognition of your efforts by the company's management
- Attractive remuneration and bonus package
- Company phone, laptop, and printer for your home office