We are looking for a

**Sales Manager (m/f/d) UK & Ireland for customized NGS services**

**Job description**

- Sales of CeGaT Research and Pharma Solutions - NGS services in UK and Ireland to research organizations, biotech and pharma 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 UK and Ireland
- 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 UK is required
- 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
- 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

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**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.

**Interested?**

Please send your CV, cover letter and any additional certificates/documents as well as your salary expectation and earliest possible entry date to: jobs@cegat.de