We are looking for
**Territory Sales Manager (D, A, CH, B, NL, L) Sequencing Service Products (m/w/d) - based in Tübingen, Germany**

**Essential duties**
- Sale of sequencing service products to research institutions and pharmaceutical companies in the assigned territory
- Customer acquisition via telephone, email and on-site
- Establishing & managing relationships 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
- Up to 50% travel required, primarily across territory
- The role is based at our HQ in Tübingen, Germany

**Qualifications**
- Preferable but not mandatory: several years of successful sales or business development experience 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
- 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
- Knowledge of CRM would be beneficial
- Fluency in German and English; an additional European language would be an advantage

**What we offer**
- 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

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 mentioning “Territory Sales Manager D, A, CH, B, NL, L” in the subject line.