

Looking for a job that makes sense? Your contribution will save lives.

## *International Account Manager*



### **Position overview**

HandInScan is looking for an experienced sales professional who will be responsible for contributing to the achievement and expansion of our hand hygiene control solution through business development.

### **Main responsibilities**

- Identifying new reference entities and distributor partners
- Creating new business opportunities
- Visiting clients, KOLs and distributors on a regular basis, and building long term business relationships
- Organizing product demonstrations, distributor training
- Keep company CRM and Jira updated to ensure transparent and flawless sales workflow

## Requirements

- Bachelor's degree in life science or business
- At least 5 years sales and account management experience - *not just product sales, but solution or software sales* -
- Proficiency in computer use and relevant software applications, and the ability to understand applications quickly
- Fluency in English, additional language knowledge is a *plus* (e.g. German, French)
- Ability and flexibility to travel and work with customers throughout the assigned regions
- Medical sales or life science experience is a *plus*

## About you

- You have excellent strategic business sense
- You are achievement oriented, customer and service focused
- You have advanced leadership, organization and process development skills
- You have advanced communication and negotiation skills
- You are able to read, analyze and interpret common scientific and technical information

## What we offer

- A young, innovative and well-funded company
- Smart and open-minded colleagues
- Startup environment without dumb rules
- Pleasant and friendly working atmosphere in a very cool and green office
- Company laptop and phone
- Insight into the world of hospital infection control

## How to apply

If you are interested please send your CV in English to [jobs@handinscan.com](mailto:jobs@handinscan.com).