

For our growing team we are hiring a ...

Sales Channel Manager Global (m/f/d) Clinical Diagnostics Consumables



RECIPE is a leading manufacturer of in-vitro diagnostics for hospitals and laboratories, based in Munich, Germany. Our products are used in over 80 countries for in-vitro diagnostics and drug level control. The Sales Channel Manager is responsible for the development, management and optimization of a global team of distributors for RECIPE's consumables and related applications.

Objectives and tasks

- Active monitoring, efficient management and optimization of the global 3rd party sales channels in a rapidly growing market.
- Monitor all related sales and marketing activities to achieve the set goals. Control, manage and appoint any distributor that may be required.
- Increase customer awareness about RECIPE's solutions by conducting marketing exercises jointly with the partners and internal marketing teams such as direct marketing, conference participation, exhibitions, commercial seminars, personnel customer visits etc. to win sales and to maintain long-term sales contracts. Suitable conference targets to be identified for the annual global marketing plan. Active presentations at trade shows and conferences.
- Contribute to the overall sales goals and growth by achieving quarterly and annual targets. Set up sales activity metrics for the distributors to ensure follow up and to fully implement all business processes, procedures and programs.
- Ensure highest professional relationships with distributors and customers to achieve and maintain partner loyalty. Escalate issues if necessary to solve critical tasks in the fastest way possible. Identify and map the opinion leaders in the target market. Build relationships with key decision makers.
- Identify funding sources and funding stream timescales jointly with the distributors, generate plans for obtaining early favorable positions for these.
- Ensure timely and high-quality sales reporting like leads funnel, forecast, and inputs for internal monitoring processes.
- Ensure all staff, distributors and all other relevant business partners are aware and comply with the Company's Code of Conduct and follow our export policy.

Your profile

- Academic degree, e.g. in chemistry or biology
- Multi-year experience in sales and the application of diagnostic assays and consumables in a regulated clinical market.
- Proficient in English and German language
- Good communication and organizational skills with the ability to handle multiple tasks with different priorities.
- High willingness and qualification to international travel without lengthy visa application.
- An outgoing and likeable individual able to influence at all levels, self-motivated and able to inspire effort and achievement in others. A team player able to work towards a long-term, shared goal.
- Appropriate qualifications, experience and diplomacy to influence at peer level with clients (Head of Department caliber) and distributor executive managers. Ability to liaise with people at all levels in different countries and cultures, with excellent and appropriate communication and diplomacy.

We offer an interesting range of tasks with attractive development opportunities in a great team environment and flat hierarchies. Are you interested? We are looking forward to receiving your application documents as pdf per E-Mail to Juana Mauff (personal@recipe.de).