

# Account Manager

Home based, for western part of Switzerland & Ticino

Bio-Rad is an innovative company and thanks to its laboratory diagnostic systems world leader in the field of blood group serology.

## Your tasks

- Develop and execute a territory business plan; sell and promote the Bio-Rad product line with focus on immune hematology to meet territory sales goals for assigned western part of Switzerland.
- Care and support of the assigned customer segment and further expansion of our entire product lines.
- Monitor and evaluate competitive services, pricing and other activities.
- Market monitoring and reporting of relevant market changes.
- Active participation in sales training, seminars and various tradeshows.

## Your profile

- You have a degree as biomedical scientist or any similar education.
- You ideally already have experience in a similar function within sales activities.
- You have the ability to operate effectively with different professionals in a team environment and on multiple projects under tight deadlines.
- You are a native French speaker with a good knowledge of another national language and have very good English skills
- You are interested in continuously expanding your personal and professional skills with appropriate training.

Our company is involved in the supply of high-quality products and services intended for diagnostic laboratories. Independence, innovation and commitment are the fundamental values that permeate our company culture, as well as a strong orientation towards our customers and a multicultural environment.

If you feel attracted to this unique opportunity and you would like to take on new challenges, we would like to get to know you. Please forward your complete application dossier (application letter, CV, copies of work certificates and diplomas/degrees, etc.) to the address given in the advertisement.

### **Bio-Rad Laboratories**

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