



VACANCY FOR SENIOR COMMERCIAL MANAGER

NIPD Genetics Public Company Ltd is a privately held company and one of the leaders in the field of cell-free DNA and non-invasive genetic testing with international operations. NIPD Genetics consists of a world class dynamic team of experts with extensive experience in biotechnology, business, human genetics, molecular biology and bioinformatics offering advanced research and providing state of the art internationally accredited diagnostic services worldwide. Through Research & Development we are committed to developing improved solutions for the diagnosis and management of genetic diseases, while at the same time we provide state of the art internationally accredited diagnostic services worldwide.

THE POSITION

We seek to recruit an experienced Senior COMMERCIAL Manager, with a bright and positive attitude to join our diverse team and help us meet our international customer acquisition and revenue growth targets. This position reports directly to the Chief Commercial Officer.

Profile of the ideal candidate

The ideal candidate must have exceptional interpersonal skills to establish positive, productive client relationships. Must be a good listener and communicator as it is important to gain clients' trust. They are also required to have clinical knowledge and understanding. Sales skills are a must to persuade for purchases.

Responsibilities

- Ensure execution of the company's sales strategies, plans and promotional programs
- Conduct market research to identify opportunities to expand the business through partnerships and new markets
- Participate actively in all sales activities, from lead generation through to close
- Maintain customer satisfaction and increase sales through Account Management
- Manage the Medical Sales Officers for the execution of the Sales & Marketing Strategy
- Track sales team metrics and report data to leadership on a regular basis
- Manage daily operations, including employee training and development, contract negotiations and operational planning
- Prepare and deliver appropriate presentations on products/services
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Prepare statistics and forecasting regarding sales activities and achievements.
- Participate on behalf of the company in exhibitions or conferences in Cyprus and abroad

Requirements

- At least 5 years of International Sales or Business Development experience preferred in Pharmaceuticals, Diagnostics, Medical Devices or a related field
- University Degree preferably in a life science field; postgraduate qualification in business or marketing is preferred
- Demonstrated ability to communicate, present and influence effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Ability to communicate scientific/clinical features and benefits of a product
- Ability to multitask and prioritize projects



- Proficiency in English. Additional languages will be considered a significant advantage
- Willingness to work flexibly with considerable international travel and time commitment outside of normal working hours

Applications

To apply please forward your application with subject: **Vacancy for Senior Commercial Manager** to NIPD Genetics Public Company Ltd at the following e-mail address: hr@nipd.com

Your application should include a detailed curriculum vitae together with the names of two referees and a cover letter.

For further information, please contact the Human Resources Department at Tel. 22266888 or visit nipd.com. All applications are strictly confidential.