



Job Opening

Job Title: Sales Development Manager Preclinical Optical Imaging Europe

Description:

The Sales Development Manager Preclinical Optical Imaging Europe has an understanding of or the capability to acquire the knowledge of applications relating to optical *in vivo* preclinical. This knowledge and appropriate sales skills are used to successfully promote ART (Advanced Research Technologies) and sell ART products to achieve, or exceed the sales plan. The Sales Development Manager will mainly drive the sales processes to obtain new accounts but also manage the existing accounts for ART in Europe. The Sales Development Manager will be working very closely with TouchDown Biomarketing bv, ART's commercial and support operation in Europe.

Requirements:

Management of Sales Development

- Achieve or exceed the territory sales plan for ART products by developing new accounts, maintaining existing business and developing incremental business in existing accounts.
- Establish effective business relationships within ART
- Execute the business plan for ART Europe
- Work closely with marketing to effectively prospect new accounts, develop profiles of key accounts in order to identify key decision makers, influencers and opinion leaders.
- Participate in product shows & trade shows.
- Manage contracts and quotations

Education:

- Requires a Bachelor's degree or more in Biology, or related field; or the equivalent knowledge and experience.

Experience:

- Requires a minimum 2 years of sales experience in a life sciences field.
- Experience in the preclinical imaging field is preferred.

Working Conditions:

- The employee will work from a home office or the Touchdown office in Bommel. Extensive European wide travel will be required.
- Salary: Competitive
- Location: Europe
- Required education: Degree in biology, or related studies - Bachelor's Degree
- Position type(s): Contract, full time
- Skills required / desired: Experience in sales of capital equipment, ideally in *in vivo* imaging.

Contact:

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About:

TouchDown Biomarketing is a consultancy and operational support organisation that specialises in providing expert support to Life Science tools and services companies to drive business growth in the European Life Science market.

ART Advanced Research Technologies Inc. is a leader in molecular imaging products for the healthcare and pharmaceutical industries. ART has developed products in medical imaging, medical diagnostics, disease research, and drug discovery with the goal of bringing new and better treatments to patients faster.