



inno-train™ Diagnostik is a privately-held company headquartered in Kronberg, Germany, with the U.S. subsidiary based in Clinton, NY. For twenty years inno-train's emphasis has been intuitive design, development and commercialization of innovative molecular kits, reagents and systems for transplant and transfusion markets, and state-of-the-art TaqMan®-PCR based testing kits and systems for HLA-, Red Blood Cell- and HPA-typing. These products provide rapid and straightforward automated processing in real time, in all phases from sample to result.

We seek a technical sales specialist who can effectively support our entire product portfolio for the US market, with emphasis on Fluogene, a TaqMan® PCR-based typing technology.

Main Responsibilities

- Planning, evaluation, demonstration, installation and post-sales support.
- Liaise with Service Department to ensure instruments meet specifications and that appropriate levels of maintenance and service are achieved.
- Achievement of sales, marketing and financial objectives for relevant products.
- Development of new initiatives to grow sales and profit lines.
- Responsible for ensuring that the company is achieving its objective of customer satisfaction at all times and reports promptly to the Sales Manager of any circumstance where this is not occurring.
- It is expected that 75% of the time is spent in the field.
- Maintain excellent market knowledge of all major prospects and local competitor activities and report this information to the Sales Manager and marketing team.
- Prepare, implement, monitor and achieve the business plan objectives for the product portfolio.
- Liaise with Product Manager/Specialist in the formulation of sales strategies; manage relationships with key opinion leaders across product portfolios.

Qualifications, Experience and Skills

- Degree in Medical or Biomedical/Biosciences
- Excellent technical and practical knowledge of technologies used in Clinical Diagnostics
- Excellent verbal and written communication skills
- Excellent interpersonal skills
- Proven customer relationship-building skills
- Excellent negotiation skills
- Strong organization and planning skills
- Results driven and self-starting
- High level of computer literacy and software skills

What the Company will Provide

- Challenging and innovative work in a demanding application field of the Transplant and Transfusion market
- Working with most recent technologies (e.g. TaqMan® -PCR) and automation
- Training in the US and Germany
- Flexible working hours
- Competitive salary including attractive bonus
- Comprehensive benefits package

If you are interested, please direct any questions you might have and your complete application to Mr. Ufuk Asu customer.usa@inno-train.com.