



US Headquartered in Clinton, NY, **inno-train** Diagnostik Inc. is a leading company focused on solutions for the transplant and transfusion market. inno-train's products are developed and manufactured at inno-train Germany. The products cover the entire diagnostic workflow from sample to result, to support patient care primarily in molecular diagnostics.

We seek for beginning of 2020 an

Application Specialist

Who can effectively support our entire product portfolio for the US market with emphasis on realtime PCR systems, automated PCR setup, TaqMan® PCR-based HLA-RBC and HPA typing

Main responsibilities

- Primarily responsible for planning, evaluation, demonstration, installation and post-sales support
- Maintains close contact with prospects and customers
- Supports sales, marketing and financial objectives for relevant products
- Assures achievement of customer satisfaction
- Liaises with Sales Manager/Product Manager in the formulation of sales strategy
- Manages relationships with key opinion leaders across product portfolios
- Commits to 50- 75% presence in the field

Requirements

- Bachelor of Science Degree in Medical or Biomedical/Biosciences
- Excellent technical and practical knowledge of technologies used in molecular and clinical diagnostics, ideally in transplant and transfusion
- Excellent verbal and written communication skills
- Excellent interpersonal skills
- Proven customer relationship-building skills
- Strong organizational and planning skills
- Results-driven and self-starting
- High level of computer literacy and software skills

Start Date: Beginning of 2021

Type of position: Full time

Base Location: Remote/Home Office

We are looking forward to receiving your CV and application: careers@inno-train.com