

Marketing and Sales Manager (m/f/d)

Permanent position, full-time | Vienna / Remote

As Marketing and Sales Manager you are our figurehead to the outside world. Together with our Office team, you act as an essential link to hospitals, medical Key Opinion Leaders while at the same time you co-develop and execute marketing and sales strategies, create marketing material, and perform market analysis. Enjoying customer contact and consulting are therefore just as essential as the willingness to be "on tour" for several days at a time.

You are flexible, full of ideas, well-structured and infect everyone around you with your positive attitude, then we look forward to meeting you.

This is a unique opportunity if you want to change the diagnostic landscape in Europe!

What you will be doing

- Launch and promote the diagnostic test BiomeOne
- Acquire new customers and establish sustainable business relationships with leading oncologists
- Co-develop and implement a marketing strategy and marketing plan
- Create marketing materials together with the leadership team
- Help to plan and execute the launch of BiomeOne
- Identify new sales opportunities
- Perform market research to uncover market needs and trends,
- Responsible for the budget of your sales region
- Identify user needs, support R&D during the development phases of new diagnostic products
- Update and maintain our CRM system

Your profile

- You have a degree in the field of economics, natural sciences or medicine and relevant commercial (basic) training
- You are fluent in written and spoken English and German, which is due to the international nature of the company
- You already have professional experience in sales or product management (preferably in oncology)
- You have an affinity for medical technology
- You have strong organisational and analytical skills, with the ability to manage and prioritise multiple projects simultaneously
- You are willing to travel (approx. 40%)
- You enjoy helping to build up a new business
- You are characterised by a high degree of initiative, organisational strength, service orientation, reliability, and the ability to work in a team
- You are solution-oriented, able to make decisions and open to new developments in the market
- You possess first-class communication skills and an extroverted character

What we offer

- A collaborative company culture, where every person has an impact
- Flexible working hours with work-from-home option
- Good career opportunities in a successful international company with attractive personal growth experience
- Work with a great team, where you take over responsibilities from day one
- Numerous company events throughout the year - both on-site and remote
- For this position, the minimum monthly gross salary is EUR 4,000 (full-time), in accordance with the collective agreement. We offer attractive over-payment depending on your qualification and experience!

About us

39 trillion! That is the number of bacteria in our gut that determines our health. We, Biome Diagnostics, are young MedTech team that analyse these - the gut microbiome -to develop medical diagnostics products. As the world's first ISO certified company in the field of microbiome analysis, we focus on developing tests for cancer prevention and treatment used by doctors and hospitals. Now it is time to launch our first medical diagnostic product, BiomeOne. This biomarker is a predictive test for immunotherapy in cancer. Together we will take medical diagnostics to a new level!

At Biome Diagnostics you are part of an international team that believes in diversity and the huge potential within it.

Applicants who are planning their next career move will also be considered.

If you would like to revolutionise medical diagnostics together with us, then send an application to Barbara Sladek by e-mail: office@biome-dx.com

