

Market Development Manager “Southeast Asia” (m/f/d)

INDICAL - Who we are and what we do

At INDICAL, our purpose is to help to prevent and monitor animal diseases as well as antimicrobial resistance through improved diagnostic technologies. We offer immunology and turnkey molecular solutions, including automation. INDICAL is a leader in molecular and immunodiagnostics within the animal health space. We cover all aspects from R&D, production and supply chain/logistics to finance, business development, marketing & sales, regulatory affairs and quality control. Directly covering 17 countries, we are represented in over 160 countries and we are a rapidly growing, profitable science-based company.

Our core values are fairness, impact, passion and trust – and the customer is at the center of everything we do. We have a culture which is ambitious, frank and informal, and where everyone's opinions and ideas count. Through a combination of science, short decision-making processes and strategic partnerships, we are driving innovation to improve diagnostics.

Job description

Your responsibilities include but are not limited to:

- As part of the Indirect Sales Sales Team APeC, you are responsible for the SEA region defined as: VN, TH, SG, PH, MY, ID
- Accountable for our SEA target
- Maintain a living report document with each partner (Sales, Marketing, Regulatory affairs)
- You are the project manager for the initiatives with KOL and key accounts (academia and private industry)
- Initiate and follow up on projects: validation of our products, identify needs for new products or customization and valorization as publications, webinars, new products and protocols, etc.
- Guide the distributor sales teams on where to focus their activities (specific customers, new potential customers, focus application)
- Train distributor sales teams on how to sell and how to use our products
- Join customer visits as “expert” of our products
- Maintain project and activities in SalesForce.com
- You create product presentations, train and promote your products internally to the distributor sales teams
- You visit customers and participate in webinars, seminars, conferences and trade shows to study customer needs, learn about the latest developments and get new ideas and technologies
- Develop marketing and training materials in collaboration with the distributor's marketing communication teams
- Analyze and present, as appropriate, potential partnerships for the development of INDICAL's portfolio

Position requirements

- Master of Science or PhD degree preferably in molecular biology, or alternatively in engineering, biochemistry, biotechnology, veterinary medicine or a related field
- Experience in digital PCR and next generation sequencing technologies
- Minimum 3-5 years' experience in product management or sales in animal health or life sciences, diagnostics or laboratory industry

Personal requirements

The desirable candidate is required to have following skills:

- Proven project management skills
- Be organized, self-responsible, team-oriented, meticulous and systematic
- Problem solving personality with hands-on mentality and entrepreneurial mindset
- Strong interpersonal skills and good communication skills
- Embrace teamwork with cross-functional teams
- Flexibility and creativity, ready to work in a fast-paced, high-growth environment
- Confident and friendly presence
- Willingness to travel (50-80%)

Job location: in Southeast Asia, preferably Bangkok - Home office with regular travel

Functional area: Sales

Employment type: Regular full-time

If this challenge appeals to you and you can offer drive, commitment and enthusiasm, we look forward to hearing from you! Please apply in writing to hr@indical.com quoting the reference number and including your complete application documents as well as your earliest starting date and salary expectations.

Please contact our HR Manager Manja Richter at +49 341 124 54 20 for any inquiry that you may have on the position.

INDICAL is an equal opportunity employer and values diversity. We take our employment decisions based on your qualification, merit and our business needs.