

## Account Mgr II

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Company: Bio-Rad Laboratories, Inc.

Location: Temse

Category: other-general

The Account Manager position will be responsible for:

Manage direct sales to meet the business objectives and customer satisfaction within the designated territory.

Achieve strong customer satisfaction with brand equity

### How You'll Make an Impact:

Achieve sales, marketing and financial objectives for relevant products and territory

Execute business initiatives to grow sales and profit lines as per team goals.

Responsible for calling on all current and prospective customers on a regular basis, it is expected that 75% of the time is spent in the field.

Responsible for ensuring that the company is always achieving its objective of customer satisfaction and coordinating between customers and other departments in the company to ensure customer satisfaction from pre-sales to post-sales processes

Liaise with Product Manager/Specialist in the formulation of sales strategies, marketing plan execution and manage relationships with key opinion leaders across product portfolio

### What You Bring:

Degree Medical or Biomedical/Biosciences

Minimum 2 years of relevant experience with proven trade records

Excellent technical and practical knowledge of technologies used in Life Sciences and Clinical Diagnostics

Proven ability to prepare, implement and monitor business/marketing plans

Good working knowledge of life science/clinical diagnostics practices

**Who We Are** For 70 years, Bio-Rad has focused on advancing the discovery process and transforming the fields of science and healthcare. As one of the top five life science companies, we are a global leader in developing, manufacturing, and marketing a broad range of high-quality research and clinical diagnostic products. We help people everywhere live longer, healthier lives. Recently voted a Best Place to Work, Bio-Rad offers a unique employee experience with collaborative teams that span the globe. Here, you are supported by leadership to build your career and are empowered to drive change that makes an impact you can see.

**Benefits:** Bio-Rad's biggest asset is its people, and the reason why our Total Rewards deliver programs that provide value, quality, and inclusivity while satisfying the diverse needs of our evolving workforce. Our robust offerings serve to enrich the overall health, wealth, and wellbeing of our employees and their families through the various stages of an employee's work and life cycle. We're proud to offer a competitive salary with a variety of benefits, including:

6 extra-legal holidays

Hospitalisation insurance

Group insurance

Meal vouchers

Eco vouchers

Annual bonus

Hybrid working model (3 days on site and 2 home office)

**EEO Statement** Bio-Rad is an Equal Employment Opportunity/Affirmative Action employer, and we welcome candidates of all backgrounds. Veterans, people with disabilities, and people of all races, ethnicities, genders, ages, and orientations are encouraged to apply.

**Agency Non-Solicitation:** Bio-Rad does not accept agency resumes, unless the agency has been authorised by a Bio-Rad Recruiting Representative. Please do not submit resumes unless authorised to do so. Bio-Rad will not pay for any fees related to unsolicited resumes.

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