



Vacancy for Oncology Sales Specialist

NIPD Genetics Public Company Ltd is a leading innovative biotechnology company active in the field of developing, engineering, and providing in vitro genetic testing solutions. NIPD Genetics consists of a world class dynamic team of experts with extensive experience in biotechnology, business, human genetics, molecular biology, and bioinformatics. Through Research & Development we are committed to developing improved solutions for the prognosis, prevention, better clinical management, and therapy of genetic diseases. NIPD Genetics is the trusted partner of labs and healthcare professionals worldwide. We provide advanced genetic testing services from our CAP accredited & CLIA certified laboratory.

THE POSITION

We seek to recruit an experienced Oncology Sales Specialist, with a bright and positive attitude. This person is expected to achieve local and international customer acquisition and revenue growth targets for our innovative oncology products. This position reports to the Senior Commercial Manager.

PROFILE OF THE IDEAL CANDIDATE

The ideal candidate must have exceptional interpersonal skills to establish positive, productive client relationships. They must be persuasive, energetic, and ready to go the extra mile to ensure product promotion. Must be a good listener and communicator as they will be collaborating with the whole team towards the execution of company's sales activities for our oncology portfolio. They will be integral part of the oncology business by inspiring ownership, accountability, initiative, and engagement within the entire team.

RESPONSIBILITIES

- Ensure execution of the company's sales strategies, plans and promotional programs for oncology products
- Conduct market research to identify opportunities to expand the business through partnerships and new markets
- Participate actively in all sales activities, from lead generation through to close
- Maintain customer satisfaction and increase sales through Account Management
- Track sales metrics and report data to leadership on a regular basis
- Prepare and deliver appropriate presentations on products/services
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Prepare statistics and forecasting regarding sales activities and achievements.
- Participate on behalf of the company in international exhibitions or conferences

REQUIREMENTS

- At least 5 years of International Sales or Business Development experience in Oncology genetic testing or diagnostic products, or Oncology pharmaceutical products
- University Degree in a life science field; postgraduate qualification in business or marketing is preferred
- Demonstrated ability to communicate, present and influence effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Ability to communicate scientific/clinical features and benefits of a product
- Ability to multitask and prioritize projects
- **Proficiency in English.** Additional languages will be considered a significant advantage
- Willingness to work flexibly with considerable international travel and time commitment outside of normal working hours



APPLICATIONS

To apply please forward your application with subject: Vacancy For **Oncology Sales Specialist** to NIPD Genetics Public Company Ltd at the following e-mail address: hr@nipd.com. Your application should include a detailed curriculum vitae together with the names of two referees and a cover letter.

For further information, please contact the Human Resources Department at Tel. 22266888 or visit www.nipd.com.

All applications are strictly confidential.