

SALES & MARKETING DIRECTOR – AMADIX

Amadix is a biotech company, developing and commercializing innovative diagnostic tests for cancer, which impact patient survival and quality of life.

We are seeking a **Sales & Marketing Director** at our **Madrid or Valladolid** offices (Spain), who will be responsible for creating and winning Amadix business opportunities in an assigned territory. The role will be responsible to establish and continuously develop the relationship with primary commercial partners and work in conjunction with Market Access colleagues to gain access to executive-level decision makers. The position will report to executive level.

Responsibilities:

- Develop strategy to launch new diagnostic into the market.
- Develop and execute highly efficient account penetration strategies for existing territory and identify new prospective customers/ partners
- Identify and evaluate potential new business opportunities to licence/sell the Company's products.
- Build business plan and marketing & sales strategy for the area.
- Provide ongoing customer insights, market trends and competitive data to internal teams.
- Leverage up-to-date product and technical expertise to effectively present and discuss the technology and clinical benefits in terms which are relevant to potential partners.
- Continuously update and validate understanding of commercial partners' changing clinical and/or operational issues and challenges.
- Determine client needs, respond to inquiries, and resolve problems in a timely fashion. Investigates issues and ensure satisfactory resolution.
- Meet with all organizational levels and functional areas where licensing or purchasing decisions are made.
- Initiate and develop productive client relationships in multiple functions (e.g., R&D, in-licensing, production, procurement, marketing, quality, regulatory affairs) with client companies and at multiple levels within them (scientist, project manager, manager and executive levels), as may be necessary.
- Actively participate on, and may lead, cross-functional teams to execute on client opportunities that include adept coordination of legal, licensing, manufacturing, marketing, R&D, etc.
- Engage in strategic opportunity management: Represent the company at relevant medical conferences and technical exhibitions to promote AMADIX product and brand.
- Continuously develop and manage a network of key opinion leaders within the assigned territory. Support KOL events.

Education:

- Requires a bachelor's degree in any life science
- MBA
- PhD in health sciences, chemistry or related field would be valued.

Experience:

- 5 plus years of Healthcare or Medical Business development / Strategy
- 3 plus years of relevant experience with molecular diagnostics tools and workflows is preferred
- Experience with in/out-licensing negotiations
- Experience with lead development, sales funnel management, sales to molecular diagnostics companies
- Experience launching diagnostic products in the market

Required Knowledge, Skills and Abilities:

- Understanding of molecular diagnostics markets
- Demonstrated proficiency with computer applications, including word processing, spreadsheet, and slide presentations
- Molecular diagnostics techniques such as endpoint PCR, qPCR, Microarray, & Next Generation Sequencing (NGS)
- Excellent English communication skills, both written and verbal (bilingual).
- Time and territory management
- Ability to work well in a team in a start-up atmosphere
- Developing new business leads
- Outstanding influencing, interpersonal and networking skills to drive successful relationship building and maintain effective working relationships with co-workers and managers.
- Customer focused
- Effective prospector
- Perseverance
- Willing to challenge and collaborate with internal stakeholders
- Revenue, growth driven, and goal oriented
- Strong critical thinking and analytical skills
- Effective presentation skills; able to present ideas in a way that produces understanding and impact to both technical and non-technical audiences
- Strong individual initiative
- Ability to effectively manage multiple tasks and projects
- Strong skills in organizing, planning, problem solving.
- Ability to interact effectively with all levels of the organization, both internally and externally.
- Excellent attention and accuracy with details and strong commitment to quality
- Ability to travel approximately 25% of working time (primarily within designated territory)

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