

**Area Sales Manager Biomedical
France & French Speaking European Countries**

Avidity Science Biomedical Solutions Segment

Job Overview

Avidity Science is formed from several decades of experience in the purification and distribution of water as well as the supply and maintenance of premium biomedical equipment. We offer high quality and smart and innovation product portfolio to the biomedical research industry.

We are looking for a new Area Sales Manager to join the Avidity Science French team and be responsible for managing and growing the existing Biomedical business to new and existing customers, throughout France, Belgium, and Switzerland (French speaking area).

You will be based in or in a swift travelling distance of Paris or Lyon. This is a home-based role.

Responsibilities and Duties

- Introduce the company to new customers.
- Achieve / exceed annual territory targets (sales, orders, etc.)
- Leverage relationships with Customer Sales Engineer and company executives.
- Drive revenue and close opportunities by matching company solutions to buyers.
- Identify opportunities to develop a total solution, not just product sales.
- Manage sales contact with customer until receipt of purchase order.
- Minimize competitive losses.
- Build upon Avidity's current Industry network.
- Cultivate strong OEM relationships in your territory.
- Develop the Center of Excellence French directive – hosting seminars, talk, training & aiding in scientific publication and poster submissions.
- Strategically manage on-going relationships territory wide through account planning.
- Develop, detailed territory plans including customer overview, business objectives, strategies, activities and competitive situation.
- Complete site survey forms for all new equipment installations.
- Maintain CRM and keep an accurate pipeline.
- Attend all industry symposiums in some capacity.
- Other duties as assigned by the Supervisor/Manager.
- Perform other duties as assigned.

About You

We're keen to bring new people and ideas into the team; we don't have a list of mandatory qualifications or skills to be considered for the role, however, some or all of the following could be expected of you::

- Experience in a similar Technical/Capital Equipment Sales Role is Advantageous.
- In-depth biomedical industry experience is an advantage.
- Strategic thinking; Strong business acumen; Results oriented.
- Strong interpersonal skills with the ability to communicate (both verbally and written) with and present to people at all levels and with different technical abilities; Able to build long-term strategic and executive-level relationships quickly.
- Knowledge of business tools, including Microsoft Office, Teams & Salesforce.
- Negotiation and Influencing Skills
- Problem Solving skills; Analytical thinking.
- Experience in researching scientific publications is an advantage.
- Able to travel within region 2-3 days per week, including overnight stays.
- Fluent in French and in English is required.

Salary based upon experience + an attractive bonus scheme.

To apply to the position, please submit your CV along with a motivation letter to France@avidityscience.com