



To support our team in Hamburg we are seeking an experienced

Account Manager (m/f/d)

Indivumed is a physician-led, integrated global oncology company for personalized medicine with the world's premier high-content tumor database and highest-quality biobank. Our range of services and products is tailored to customers' needs in translational and clinical research and molecular diagnostics. With approximately 200 employees across Europe, North America, and Asia, we are an internationally minded, future-oriented company with an ambitious growth strategy, which includes the development of a global cancer database solution. Indivumed is proud of our innovative team of leading scientists and of our strong international reputation. At Indivumed, you are given the rare opportunity to pursue your professional goals and benefit from quick decision processes – thanks to a flat organizational structure and ample creative freedom.

Our department's focus

To promote and sell Indivumed's unique product and service portfolio to the pharmaceutical and diagnostic industry in the field of cancer diagnostics and development.

Skills and abilities

- Acquisition of new customers and the development of the current customer base
- Observe and analyze the market to identify new opportunities and profitable projects
- Sell the entire product and service portfolio, primarily, clinical biospecimens (e.g. tissue and blood plasma) and laboratory services (e.g. immunohistochemistry, phosphoprotein analyses) for biomarker analysis and drug development
- Negotiate with decision makers on all levels
- Demonstrate a strong team and service orientation in a flexible work environment
- Act as representative of our company at industry-specific conferences
- Combine customer orientation with entrepreneurial thinking and acting
- Good scientific and technical understanding of analytical technologies in the field of cancer diagnostics and development
- Work independently, with a focus on priorities and deadlines
- Strong communication skills and a high sense of responsibility
- Ambition to reach and exceed challenging goals and targets
- Travel requirement: 40-60%
- Territory: Assigned European Region

Education and/or experience

- M.Sc. or Ph.D. in the areas of biology, human genetics, medicine, pharmacology, molecular and cell biology, biochemistry, pathology or equivalent
- Sales experience of at least 2 years at a life science company or contract research organization
- Knowledge about oncology, cancer drug and diagnostic development processes, preclinical testing procedures and/or biobanking is a plus
- Preferably experience with GCLP compliant or CAP/CLIA certified R&D services
- Experience with interdisciplinary teams
- Excellent presentation and written skills in English; German and additional language skills would be a plus

Working conditions

- Demanding area of responsibility in a fast-growing company
- Creative freedom
- Short decision paths
- A collegial team and a good working atmosphere
- Continuing education and training
- Support of occupational pension scheme
- Grant for the HVV ProfiTicket
- Subsidy for sports membership and events
- Fresh fruits and drinks
- Christmas and summer party
- Company medical examination
- Flexible working hours
- Optional home office

Would you like to contribute to the success of our company?

Please apply online via jobs@indivumed.com and include your salary expectations and current notice period.

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For more information about
Indivumed, please also visit
www.indivumed.de