

Account Mgr II

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Company: Bio-Rad

Location: Warsaw

Category: other-general

In order to support Bio-Rad and our successful future growth we are seeking a highly motivated and experienced individual to join our Sales team in Poland.

The successful candidate will have the opportunity to make significant contribution within our dynamic team as Account Manager.

How You'll Make an Impact

Develops and executes a territory business plan; sells and promotes the Bio-Rad product line, identifies and develops new business opportunities.

Prioritizing project planning while collaborating with other departments (Customer Service, Application, Service, etc.) to meet competing customer requests/deadlines.

Manages all contracts, as well as their extension and/or renewal for the assigned territory.

Develops and demonstrates a thorough understanding of selling skills, sales forecasting and result monitoring.

Implements the Bio-Rad selling process, including funnel and opportunity management, in SFDC and keeps the system up to date at all times.

Provides prompt resolutions of customer problems or concerns.

Monitors and evaluates competitive services, pricing and other activities and reports these findings in SFDS Conducts targeted market research, when required, using a customer contact database.

Supports customers to ordering through channels (e-commerce options, etc.).

Geographical area of responsibility:

Lower Silesian

Silesian

Opole

Lesser Poland

Subcarpathian

What You Bring

While this list of qualifications may help an employee to succeed in this position, capable candidates may have a wide range of backgrounds or skills. If you have experience that aligns with the responsibilities of this role, we encourage you to apply!

Excellent communication and presentation skills in English.

Bachelor's degree or equivalent in a healthcare or related field.

2+ years of sales experience selling products remotely in the healthcare marketplace or equivalent combination of education and experience.

Ability to produce results while working with multiple projects under tight deadlines.

Basic computer skills including Microsoft Office.

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 variety of options, including: Private Health Care Services, Life Insurance, Sport Cards, Annual Salary Review , Employee Referral Program.

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.

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.

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