

Key Account Manager (Warsaw)

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Company: QIAGEN

Location: Poland

Category: other-general

Overview

At the heart of QIAGEN's business is a vision to make improvements in life possible.

We are on an exciting mission to make a real difference in science and healthcare. We are still the entrepreneurial company we started out as and have today achieved a size where we can bring our full power to many initiatives and to our presence across the globe.

Our most valuable asset are our employees – more than 6000 in over 35 locations around the world. Our ambition is to ensure we have outstanding and passionate people working in the best teams and we are constantly looking for new talent to join us.

There are few players who have shaped the world of modern science and healthcare as much as QIAGEN, and we have only just started.

If you are looking to advance your career, are seeking new challenges and opportunities, enjoy working in dynamic and international, diverse teams and want to make a real impact on people's lives, then QIAGEN is where you need to be.

Join us. At QIAGEN, you make a difference every day.

Position Description

As one of the world's leading producers of sample to insight solutions used in molecular biology, QIAGEN is currently looking for a new Key Account Manager to join our friendly Polish sales team with responsibility for sales of QIAGEN products in the Mazowieckie and

Podlaskie voivodeships.

The successful candidate will be responsible for sales and establishing new business opportunities for QIAGEN products in the clinical diagnostic laboratory and life science markets with accountability for achieving the territory budget, closing new accounts, and growing base business.

The Key Account Manager will take an active part in implementing the strategy of rapid growth and building the company's success on the Polish market.

- Caring about current customers.
- Substantive and technical support for clients.
- Conducting business meetings and negotiations.
- Acquiring new customers (approx. 30%) and developing product portfolio with existing customers (approx. 70%).
- Building sales strategy for key product lines.
- Preparing commercial offers (price and tender inquiries).
- Monitoring of competitors' activities.
- Reporting.

Position Requirements

- Native Polish speaker. Good level of English.
- Higher education degree in one of the fields: biotechnology, biology, chemistry, or related.
- At least 4 years' sales experience within the clinical diagnostics and/or life science market.
- Hands-on experience in the field of molecular biology or clinical diagnostics would be beneficial.
- Driving license category B and practice in driving a car.
- Located in Warsaw with availability to travel as required around the region.
- An open approach and willingness to expand skillsets and experiences.

What we offer

At the heart of QIAGEN are our people who drive our success. We act with passion, always challenging the status quo to drive innovation and continuous improvement. We inspire with our leadership and make an impact with our actions. We create a collaborative, safe and engaging workplace which forms the basis for high performing individuals and teams. We drive accountability and entrepreneurial decision-making and want

you to excel your growth and shape the future of QIAGEN.

We offer:

- Possibility to develop in an international company
- Training and development programs
- Private medical care
- Group Life Insurance
- Multisport card
- Flexible benefits platform
- Language classes
- Childcare subsidy
- Friendly atmosphere
- Casual dress code

QIAGEN is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, or disability.

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