



Indivumed has established the world's leading high-content tumor database and highest-quality biobank to support the development of new cancer companion diagnostics and therapies. Aside from having implemented a highly standardized biospecimen collection process and a unique clinical infrastructure with clinical partners in Germany and the US, Indivumed offers a broad range of specialized research services to biopharmaceutical companies and academia and actively performs a cancer biomarker development program. With its subsidiary IndivuTest GmbH, Indivumed provides high-quality tissue-based tumor analysis to patients and started an initiative with oncologists in Germany and the US to improve personalized cancer therapy strategies in the clinical routine.

To support our sales team in Europe we are seeking an experienced

## Regional Sales Manager (m/f)

### Your Responsibilities:

- Sell the entire service and product portfolio of Indivumed. This includes, primarily, biobanked tissues and oncology biomarker laboratory services (e.g., immunohistochemistry, phosphoprotein analyses, etc.) as well as a growing business related to clinical trial patient recruitment, tissue and data collection and analytical molecular testing
- Coordinate with sales team colleagues, marketing and customer service support resources to grow the European market
- Contribute to monthly, quarterly and yearly sales forecasting and manage expenses for the territory
- Territory: Assigned European Region

### Education and Professional skills:

- Master of Science or PhD in the areas of biology, human genetics, medicine, pharmacology, molecular and cell biology, biochemistry, pathology or equivalent
- Sales experience of at least 3 years at a life science company or contract research organization
- Knowledge about oncology, the cancer drug and diagnostic development processes, preclinical testing procedures and/or biobanking is a plus
- Preferably experience with GCLP compliant services
- Excellent presentation and written skills in English and German, additional language skills would be an asset

### Miscellaneous:

- Travel requirement 60-75%

### Reporting:

- Reports to Chief Business Officer

Would you like to contribute to the success of our company? Please apply online via [jobs@indivumed.com](mailto:jobs@indivumed.com) and include your salary expectations and current notice period. We are looking forward to receiving your application! For more information about INDIVUMED please also visit our website [www.indivumed.com](http://www.indivumed.com).

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