

Mobidiag develops innovative molecular solutions to advance the diagnosis of infectious diseases and antibiotic resistances. With its broad range of tests and instruments based on well-established PCR technology, Mobidiag allows fast and cost-efficient detection of most common bacteria, parasites, viruses and antibiotic resistances to answer any microbiology laboratory requirements. Mobidiag is headquartered in Espoo, Finland with subsidiaries in France, Sweden and UK. For more information about Mobidiag, please visit www.mobidiag.com

We are Mobidiag, team of roughly 100 people in 4 countries driven by creating something meaningful and helping the world to be a better place by offering solutions to detect infectious diseases and antibiotic resistance. By using our tests patients get targeted treatment faster, more efficiently and more reliably.

We take our jobs seriously because we're doing something important for the world. We can't do it alone and we need the best people. Are you one of them?

We are currently looking for a talented **Key Account Manager** to join our growing sales team in France. In this position you are responsible for building and sustaining sales with existing customers and potential accounts in Paris and north-east France. You have a strong drive for delivering results and with your positive can-do mindset you have capability to expand the market and accelerate growth. You have a solid understanding of customer needs and seek out broad relationship within the accounts to have all customer levels involved in the sales process. In addition to your capability to think strategically you have a high-level of initiative and a hands-on approach.

Ideally, you should have:

- Experience in working in IVD, life-science or medical device companies is a must
- Master's degree in sales or equivalent with strong commercial background in sales
- Understanding of existing customer base and ability to identify new customer prospects for Mobidiag products
- Proven track record on successful new business creation
- Excellent communication and inter-personal skills in French and English, including strong negotiating and influencing skills
- Capability to maintain accurate and current records of proposals, opportunities, accounts, contacts, leads and actions
- Willingness to travel

What we offer to you:

- **Possibility to grow and expand your expertise** – working in a growing company you will get involved in full spectrum of challenges
- **Having fun** – your future team members are enthusiastic, energetic and talented
- **Opportunities to learn continuously** – we believe in investing in our employees and ensuring their knowhow is top notch
- **Balance between work and leisure time** – we appreciate you when you're not working too, and want to ensure you can recharge and have fulfilled leisure time before going back to saving the world
- **Ongoing company meetings and events** – we believe that having all the staff together for couple of days outside the office brings added value for both the company and the employees

- Tell us what would make you happy to join and stay. We won't promise what we can't live up to.

If you have any questions or doubts, please contact Sales Manager, France Nathalie Vandenbroucke (nathalie.vandenbroucke@mobidiag.com, +33 (0)7 50 15 50 81). If you already made your decision, please send your CV and application to HR Manager Hanna Osara (hanna.osara@mobidiag.com) by March 10th, 2019. Use "Key Account Manager" in the subject line.