

## Key Account Manager to iSentio

- We need your skills to establish global contacts and close sales
- We want to escalate the momentum we have created in clinical microbiology
- We offer you a dynamic sales position in an exciting life science start-up company

The Key Account Manager (KAM) will be responsible for developing strong business relationships with customers, thereby maximizing product sales and market presence of iSentio and RipSeq® within clinical microbiology. You will be responsible for a sales budget and maintaining of the company's CRM system. Excellent social skills and capabilities to understand the customer situation are needed to drive the sales development. You should be comfortable doing sales work both over the phone and face-to-face. You can be based anywhere in the Nordic countries. Extensive travelling is expected.

### Job description

- Implement sales plans
- Responsible and accountable for the customer and sales development
  - Responsible for identifying target customers, evoking interest and making first contact, by phone, at exhibitions etc., as well as planning and implementing sales visits and activities to close sales
  - Capable of understanding customer situation and unveiling needs
  - Able to convey benefits and advantages related to each specific customer
  - Competent in closing sales and reaching sales target
- Work effectively as part of a sales and support team, leading and coordinating customer directed activities at the customer level
- Capable of giving relevant/sales presentation to customers and at meetings
- Participate in exhibitions or conferences, organise customer seminars
- Use sales tools efficiently
- Report on customer feedback and market situation
- Participate in strategic planning activities
- Work cooperatively and synergistically with other functions to ensure united efforts towards company goals

### Relevant skills profile & qualities

- Minimum 3 years of scientifically relevant education (microbiology, DNA based diagnostics)
- Minimum 3 years of sales experience in an international environment
- Good presentation skills - enthusiastic
- Good intercultural and social skills
- Ability to understand customer problems or capture sales opportunities
- Customer focused and able to drive the sales process
- Good sales and negotiation skills
- Goal and result oriented
- Willingness also to do "less glamorous work" that goes with being a start-up company
- Fluent in written and oral English
- Flexible to travel extensively and work odd hours
- Problem solving attitude

### Contact

Please send your letter of interest, with your CV, to: [camilla.huse.bondesson@isentio.com](mailto:camilla.huse.bondesson@isentio.com) , no later than **May 7, 2010**. Contact person: Camilla Huse Bondesson, Marketing & Sales Director.

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