

**BioReperia is expanding our team with a Medical Account Manager to reach new goals**

Do you have passion for life science and want to use it to make impact on the society? You might have some years of experience within diagnostics, laboratory experience, IVD or another similar area, and would like to combine this with direct customer contact within drug discovery and hospitals.

**About BioReperia**

BioReperia's vision is to reduce cancer mortality by improving patient diagnosis and accelerating drug discovery. BioReperia has developed an innovative solution to cut the time and cost of finding the right anti-cancer treatment to right patient within a week instead of waiting up to six months. The product is already on the market to accelerate drug discovery for pharma industry within Europe and will expand to US market. The company has four employees, all with a PhD, and has its laboratory and office in Linköping. BioReperia is now expanding its team for a growing market within drug discovery and launch of the product within precision medicine.

**About the position:**

You will work as medical account manager in a small team with focus on sale and market and communication strategy. You will have direct contact with research and development in small and mid-sized pharma and biotech companies. Since the company has a small organization, you need to be open for varying job challenges and opportunities that will be solved within the team.

**Your responsibilities include, but are not limited to:**

- Developing customer relationship
- Generate study pricing/proposals for sale and markets
- Preparing agreements and invoices
- Coordinate market/ordering/logistics/production for new, ongoing and recurrent customers
- Preparing materials for marketing and for conferences
- Master the webpage, LinkedIn, Facebook etc. for news feeds and product launch
- Perform other duties as assigned.

The work responsibilities may vary depending on your background

**What you'll bring to the role:**

We are looking for a person with a passion for life science that is service oriented, problem solving and love to deliver high quality. With a structured way of working you should be able to work in projects and manage to have a lot of own responsibilities. It is meritorious if you have previous experience within account management and sales in the medical industry. You have a bachelor- or master-degree within life science such as biomedicine or chemistry with preferred experience as account manager, sales or similar within project managements with customer relationships. You have excellent verbal and written communication skills in English, but also other languages are highly appreciated. You love to learn new things and are social and like networking. As our new medical account manager, you will get a challenging and fun work that will make you and the team to grow.

**Beside this it is also appreciated if you have experience within**

- Diagnostics, medical biology, analytical chemistry, IVD, BMA or similar
- Knowledge within CRM and sale pipeline
- Account planning, account development, executive relationship development, contracting and pricing with the ability to communicate, present and influence key stakeholders at all levels of a Global organization
- Sale support, technical support within life science
- Administration and/or economics

You are the right person if you are highly self-motivated and able to work with little direct supervision. You have a high level of structured, accurate, service minded way of working. You find it exciting to work in a start-up company where you get a freedom with responsibility. You have the ability to prioritize your work, you have a flexible way of working and like to coordinate projects. You like customer relationship by phone and email and have a genuine interest in sales and market. You are a responsible person that has easy to for team-work which creates a good working climate within the team. You like to express yourself and communicate with a pragmatic and pedagogical way depending on your target group.

**Application**

Send your CV and cover letter to [anna.nilsson@bioreperia.com](mailto:anna.nilsson@bioreperia.com).