



TECHNICAL SALES SPECIALIST

Are you looking to work for an international company and help contribute to better healthcare? We might just be looking for you too.

IQ Products is looking for an enthusiastic and preferably experienced **Technical Sales Specialist!**

As **Technical Sales Specialist**, you will approach and support customers using IQ Products' innovative products, specifically focused on perinatal in vitro diagnostics. You will help initiate and contribute to sales projects, evaluate the diagnostic market, provide technical support, and contribute to the communication with (potential) customers. It's important that you have a strong commercial drive and a willingness to travel abroad several times a year.

Your job is to:

- Initiate and contribute to sales of IQ's portfolio in The Netherlands and Germany by being on the road.
- Support the M&S team with product specific background, technical support, and demo's.
- Visits to national and international meetings and building a network of key opinion leaders.
- Being up to date with literature and developments from the competition.
- Active participation in discussions on the development of IQ Products' portfolio.

Your qualifications are:

- Strong commercial awareness, sales driven and excellent communication skills.
- Knowledge of antibodies and antibody techniques (flow cytometry, microscopy, ELISA, western blot).
- The candidate shows initiative, works accurately when alone and in a team and is able to work with deadlines.
- Bachelor or Master's degree with a background in medical biology, pharmacology, immunology or biochemistry. Preferably 3 to 5 years' experience in a laboratory.
- Outstanding verbal and written communication and presentation skills in Dutch and English are required. Applicants who speak German have an advantage.
- Familiarity with ISO 13485 and, or FDA 21 CFR Part 820 and an accompanying QMS is an advantage.
- Drivers licence (B) and willingness to travel.

We're offering a full-time position based in the Groningen office. We offer a salary in line with the job description, a positive working atmosphere, and (sales) training opportunities!

Are you interested in this position? Please send (all) in digital format: your application with motivation, a short curriculum vitae, list of projects you have worked on (with brief description of your contribution) and the names and e-mail addresses of at least two references to Hedy Wind by e-mail (h.wind@iqproducts.nl) before September 30th 2019 when interested.

More background on IQ Products can be found at www.iqproducts.nl or www.pregnostic.nl.

Acquisition by recruiters and employment agencies is not appreciated