



Intomics offers a challenging and exciting position as Global Sales Specialist in a young company providing biomedical big data analysis products and services to pharmaceutical companies.

The Company

Intomics is a leading company in discovering biology and disease mechanisms from biomedical big data. Through innovative analyses and optimized use of data, Intomics helps clients in the pharmaceutical industry develop tomorrow's medicines better, faster, and cheaper. Intomics is growing rapidly and wants to strengthen its Sales competencies

The Position

The Global Sales Specialist will be part of the Global Sales and Marketing Department, and will be involved in maintaining and developing Global Sales activities. You will be reporting to the VP, Sales and BD, but will be personally responsible for the majority of projects, you are handling.

Your main responsibility will be sales of software products and tailored big data analytics solutions developed for the pharma and biotech industry. You will also be responsible for analyzing market requirements to ensure, that our products and services continue to competitively meet or even exceed customer expectations.

Our products are aimed at various stages of the drug discovery and development pipeline such as biomarker discovery, target identification, drug discovery and patient stratification. The sales process will very often require an individual approach to the individual customer.

You must enjoy traveling 30+ days annually. Travels will mainly include Europe and to some extent the US East Coast.

The Candidate

You have a Master's degree or similar in a biology-related field and a very good business understanding. You have worked within the life sciences sector and gained substantial familiarity with biomedical data in research and development projects. You are able to confidently communicate complex data and knowledge and you have demonstrated the ability to create results with large international pharma and biotech customers. You are very skilled in building and maintaining long-term relationships.

The preferred candidate possesses the following qualities:

- Substantial, documented Sales results, at least 5 years of strategic Sales experience, preferably from a position with direct sales to the pharmaceutical industry
- Hands-on experience in selling complex solutions and concepts
- Good international understanding and an analytical mindset
- Positive, committed and energetic
- Ability to work efficiently in a busy, dynamic and global environment
- Ability to communicate in English at a high level, both spoken and in writing

Salary and benefits

The salary package will reflect the skill level and experience of the right candidate.

Application

Please send your motivated application, CV and references (in pdf-format) to applications@intomics.com with "*Application-1781 Global Sales Specialist*" in the subject field **no later than Friday, Dec 29th, 2017**. Applications will be considered on a continuous basis, so you should apply as soon as possible.

All interested candidates irrespective of age, gender, race or religion are encouraged to apply. Enquiries about the position can be made to VP, Sales and BD Eske Rygaard-Hjalsted, tel: +45 88807979.

Read more about intomics at www.intomics.com