

Sales Manager, South Asia Market

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Company: Fapon

Location: india

Category: other-general

About the job Fapon Biotech is a subsidiary of Fapon Group, a global leader in in vitro diagnostic (IVD) products and services. Fapon Biotech is committed to providing diagnostic companies with high-performance IVD reagent raw materials, reagent services, and innovative open analyzers and instruments. The company focuses on future needs and emerging trends in IVD. Here are the video links of Fapon Biotech which can help you understand our business and culture better. Fapon Story, Corporate Video

<https://youtu.be/XgS5uvC6jrEF> Fapon Storytellers

<https://youtu.be/AwUT7Uf8mD8> Responsibilities We are seeking a dynamic Sales Manager (Individual contributor) to join our team and contribute to our expansion and penetration into the IVD market of the South Asia. The ideal candidate will be responsible for the market of the South Asia and will develop the plan needed to reach the annual sales target apart from coordinating the sales team. Additionally, you will be conducting market due diligence and bringing new projects from the IVD customers, thereby improving Fapon's visibility and reputation in the IVD market of the South Asia. the plan and execute sales strategies to achieve the annual sales target for the market of the South Asia. the market due diligence and bringing new projects from the top IVD customers, thereby improving Fapon's visibility and reputation in the IVD market of the South Asia. of the market trends, perform competitive landscape analysis for Fapon's products. of the market trends, establish and maintain good relationships with industry and KOLs/experts/decision-makers in healthcare, research, and academic settings. of the IVD industry, the IVD market, and its trends of South Asia Market What we are looking for in the candidate: degree and above in

Life Sciences, at least 3 years of sales experience in IVD raw materials/reagents or instruments, and familiarity with the local IVD manufacturers in direct sales network with an excellent cooperative relationship with local IVD manufacturers, familiar with the enterprise R&D decision-making process, or familiar with the decision-making key person is preferred willing to adapt to and grow in a culturally diverse and multinational IVD company attitude and positive approach experience in the IVD industry pertaining to the sales of immunodiagnostic raw materials (antigens and antibodies) and reagents, automated chemiluminescence immunoassay (CLIA) analyzers, CLIA kits, immunoassays, ELISA, lateral flow immunoassays, and immunoturbidimetric assays. in open instruments, bulk reagents, molecular diagnostics, and NGS would be a plus. If you are a passionate IVD sales manager with a strong and proven track record, we strongly encourage you to apply for this exciting opportunity. Join our exciting team and contribute to our growth in the South Asia market.

What We Offer: At Fapon, we assure you of a great career and a very conducive work environment. We offer: Financial security – good compensation and incentives We will continue to better benefits & wellness programs as we grow Stable company with a great track record of continued strong financial performance over the years

About Fapon Fapon Biotech Inc., founded in 2001, adheres to the mission of Empowering Timely, Accurate and Affordable Diagnosis for All, and is committed to providing global diagnostic companies with high-performance IVD reagent raw materials, such as antigens, antibodies, and enzymes, as well as reagent solutions and innovative open instrument platforms. Our products reach Europe, the Americas, Asia, Oceania, and Africa, 61 countries and regions in total. We have earned an excellent and long-standing reputation among more than 1,500 business customers all over the world. You can learn more about us by visiting <https://en.faponbiotech.com> An equal-opportunity employer, Fapon welcomes and encourages diversity in our workforce.

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