



Medicover is a specialised provider of diagnostic and healthcare services, focusing on markets mainly in Central and Eastern Europe and India. The company operates through two divisions – Diagnostic Services and Healthcare Services.

Diagnostic Services - provides a broad range of laboratory testing in all major clinical pathology areas. The business is conducted through a network of more than 104 laboratories, 876 blood-drawing points (BDPs) and 27 clinics. Major markets are Germany, Ukraine, Romania and Poland.

Medicover Genetics, which is a Business Unit within Diagnostic Services, has over two decades of expertise in genetic testing with:

- A range of services from send-out model to platform deployment and technology transfer
- Expert teams with 150+ scientists and specialized physicians in multiple geographies
- 6,000+ genetic tests spanning several technologies
- End-to-end clinical workflow with a sequencing core facility and tailor-made bioinformatics solutions and genetic counselling

Medicover's purpose is to improve and sustain health and well-being. As a forward-looking healthcare company, we care about our employees, helping them stay safe, healthy, and productive.

Do you want to make a difference, shape the future and to work for a growing, innovative diagnostic services company, with a purpose? Are you driven by reaching and exceeding commercial targets? Are you looking for a role where your talents and achievements are recognized and appreciated?

If so, this role at Medicover is the right choice for you and if you are interested in applying, please send your cv (in English) and your salary expectations to recruitment@medicover.com.

Business Development and Sales Specialist – Iberia/Italy

The Medicover Genetics Business Unit is seeking, for market growth opportunities, a Sales specialist focused on the South European market. The role is accountable for genetic testing and technology transfer opportunities in the region. It is a growing business where Medicover Genetics offers a wide range of genetic solutions to best fit customer needs. Therefore, project management skills, strategic thinking, planning, and presenting and forecasting, are key skills required. The candidate is expected to focus on complex deals, Customer segmentation, map and lead of KOL networks.

This role will report to the Director of Sales, Medicover Genetics and the successful candidate will work remotely from Spain ideally.

You will be responsible for:

- Creating and presenting weekly and quarterly regional forecasts
- Building strategic plan to grow short term and long term plans
- Identifying and supporting new markets opportunities
- Building relationships with customers to promote penetration, retention and loyalty
- Delivering on targets and plan
- Prioritizing projects and resources
- Identifying and nurturing Key Opinion Leaders
- Providing market intelligence that influences the strategic plan
- Identifying competitor activities and develop tactical activities
- Coordinating with Marketing to deliver updates
- Tracking and regularly reporting on progress of sales and key opportunities to Sales Management
- Participating in process and operation improvement opportunities
- Responding to internal and external inquiries
- Contract management

Your Profile:

- Masters in Molecular Biology or related field
- Solid background in Genetics
- Very good communication and presentation skills
- Commercial acumen and strong desire to meet and exceed targets
- Independently motivated by driving and achieving success
- Min 3 years sales experience in life science environment, and complex deal experience
- Fluent in English - written and spoken skills
- A PhD would be beneficial
- Ability and willingness to travel (up to 50% of working time), valid driver's licence
- Home office work (ideal Spain, but would consider Portugal)



Our Offer:

- A growing, entrepreneurial work environment within an international team.
- Competitive remuneration package based on qualifications & experience.
- Opportunity to grow and expand a business within an organization committed to growth.
- A permanent contract to ensure the role offered is in accordance with your skills, interests.

For more information, please visit:

www.medicover.com