



QIAGEN is one of the world's leading biotechnology companies. With our sample to insight solutions that unlock valuable molecular information from biological samples, QIAGEN helps to improve healthcare and safeguard our societies, enables the development of new medicines and paves the way for scientific breakthroughs.

Join the revolution – and see how you can make a difference.

Sales Application Specialist (학술영업)

Position Description

- **Technical support:** new sales support, provide equipment demos, Support customer throughout product lifecycle and provide customer product training as needed (eg, setting up instruments, training customers, troubleshoot and solve problems)
- **Sales Revenues/Budgets:** Meet/Exceed sales targets. Increasing sales by actively selling to end users. Supporting other specialists and representatives and developing tactical plans to maximize revenues. Responsible for full range of product portfolio
- **Business/Markets development:** Drive and initiate development of new business opportunities and references in capital equipment sales and reagent rentals. Upselling, including additional menu and cross selling
- **Planning/Forecasting:** Plan, forecast and achieve objectives, key performance indicators and revenue forecasts for their business.
- **Customer focus:** Maintain and develop relationships with key customers and references. Increase customer satisfaction
- **Information systems:** Utilize the Salesforce database to input and provide information that will increase effectiveness “in front of” the customer and aid sales.
- **Communication:** Organization of meetings/communication channels to ensure effective

Position Requirements

- Masters in Life Science, Biology, Molecular Biology, etc
- Knowledge of Molecular Diagnostics market, molecular biological topics, PCR/qPCR, DNA, RNA & SiRNA techniques.
- Good written and oral English proficiency
- Valid driving license
- Domestic travel is essential

If this interdisciplinary challenge appeals to you, you can expect a highly motivated team that is looking forward to your support! Please apply by sending your resume to korea-hr@qiagen.com.

We look forward to hearing from you!

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