

# TECHNIDATA IS RECRUITING BUSINESS ACCOUNT MANAGER

## COMPANY

TECHNIDATA is a leading, French software company specialized in software solutions for in vitro diagnostics and the clinical laboratory and certified to ISO 9001 and 13485.

With over 40 years of experience and knowledge in the area of laboratory organization and management, TECHNIDATA provides the development, installation and maintenance of its software solutions.

With over 700 customers all over the world, we employ over 180 people in 6 subsidiaries in Europe, North America and Asia.

In order to support our continued growth in the Philippines, we are recruiting **BUSINESS ACCOUNT MANAGER**.

## POSITION

- Key focus is Healthcare market with the objective of identifying growth opportunities and developing strong customer and end-user relationships;
- Responsible for overall management of customers in the Philippines;
- Acts as the point of contact for new distributors/vendor communication through direct meetings, telephone calls, e-mails, and end-user meetings;
- Actively and successfully manage the sales process and sales pipeline of new distributors/partners, such as lead generations, client proposals, solution pitch, negotiation and completion of contracts, with the aim to optimize value of opportunities available in the Philippines;
- Maintain account and opportunity forecasting within our Internal CRM system;
- Type of Employment: Full time, Permanent position
- Site Location: Based in Manila

## CANDIDATE

- With proven strong sales experience and network in the healthcare industry;
- Background in Solution selling is an advantage;
- Comprehensive knowledge and confidence in the sales process;
- Excellent interpersonal and communication skills and ability to build strong customer relationship and rapport at all levels of authority;
- With positive, enthusiastic attitude and passion for sales in achieving results.