



Science is our passion, yours too?

We invite you to join our international team working towards improving healthcare and quality of life through innovative diagnostics and treatments by developing and providing new techniques.

In addition to technical qualifications, we are seeking a candidate with a dynamic personality who can bring new viewpoints and experiences to our team. We value your ability to discover creative and unique solutions to whatever challenges may arise. In return you will find a variety of ways to grow and advance at our company:

BIOCRATES Life Sciences AG – “The Deep Phenotyping Company” is a global leader in the rapidly growing field of Targeted Metabolomics. Our standardized, hypothesis-driven, and quantitative approaches are continuing to make Biocrates’ Kit products ideally suited for high-throughput applications in Epidemiology and Clinical Biomarker Research, among many other fields.

In addition to the Metabolomics Kits used in laboratories worldwide, we also operate a contract-research laboratory at our headquarter, serving both academic and commercial partners from around the world.

We are headquartered in the beautiful resort city of Innsbruck, Austria, located in the heart of the Alps.

With 50% women on management level, equal opportunity is more than just a slogan for us. We believe in rewarding proactivity, professionalism, and outstanding ideas and provide a special bonus system for our employees.

Are you looking for a job in an international team, and want to contribute expanding a successful life sciences company by translating technological features into customer benefits? We are expanding our team at headquarters and have the following vacancy:

Distribution Manager (m/f)

Essential functions:

- Manage and grow the agent & distributor network in EMEA and Asia.
- Build and grow a sustainable metabolomics kit and service business according to budget plans.
- Distributors training
- Coordinate distributor activities, visit exhibitions, trade fairs, workshops and clients with the distributors, hold presentation
- Collect feedback from the distributors about sales, sales forecasts, current and future clients, product regulatory affairs and clients’ technical requirements
- Manage numerous customer relationships and accounts
- Close cooperation with Customer Support to promote innovative and targeted metabolomics solutions throughout EMEA and Asia

Formal Qualifications:

- M.Sc. (or higher) in natural sciences, with preferred education in Biochemistry or Biology
- 3 years+ Distributor management is essential
- product management experience both in a biotechnology or pharmaceutical corporate environment focusing on diagnostics or related content is a plus
- High interest in customer relationship management
- Expertise in mass spectrometry is a plus

- Self-motivated with good organizational skills and the ability to manage multiple projects simultaneously
- High mobility
- Excellent German and English presentation and communication skills.

If you are interested in taking part in this fast-paced cutting-edge field of technology, please send your convincing application (PDF only) to: career@biocrates.com

To meet Austrian legal requirements, the job offer has to include the absolute minimum gross salary according to the collective agreement which is € 45.000,00 per year. The actual salary will most likely be higher and will be negotiated based on the candidate's qualification and experience.