

International Distributor Manager

SSI Diagnostica is looking for an experienced International Distributor Manager.

SSI Diagnostica has an aspiration to double sales in 5 years. International sales channels (globally outside The Nordic markets) are an important part of this growth strategy. Today we are selling through distributors in 45 markets globally. But for our growth strategy, not all current distributors are the optimal ones.

The International Distributor Manager objective/goal is to:

1. Drive the sales of Immuvie & Dermatophyte to peak market share (30% is the current ambition) via current and new distributor sales channels.
2. Optimise international sales through distributors for other products, eg. Antisera.
3. Identify the right distributor by market – Europe and USA. Today we have the right distributor in Spain and Italy. First priority is to get Europe and the USA right. Immuvie is in regulatory process with FDA and we plan to launch in the USA via a new distributor in 1st half 2018.
4. Reach the budget sales objectives. Sales and profit responsibility for International Distributor business.

The candidate we are looking for:

- Proven experience in driving increased sales through International Distributors
- Preferable life science industry experience

Reporting to Chief Commercial Officer, Søren Skjold Mogensen, Mobil: +45 3048 4112

First working day: ASAP

Interested: Mail your application and resume in PDF-format to:

recruitment@ssidiagnostica.com.

Application Deadline: Soonest possible.

Get to know more about SSI Diagnostica at www.ssidiagnostica.com.