

## TdB Labs AB is looking for a Sales Manager

TdB Labs AB is a small family-owned biotechnology company based in Uppsala. We specialize in the development, manufacture, and sales of polysaccharides, especially dextran derivatives. In addition to our standard products, we also offer our customers customized products and analytical services. We are ISO 9001:2015 certified and take great pride in delivering high quality products and services and customer focus is always our first priority. Read more here [www.tdblabs.se](http://www.tdblabs.se)

### The role

In this role you will be responsible for the commercial operations in the company and identify new business opportunities, with a focus on the industry sector. You will identify new markets, business and growth opportunities within the life science segment. To do this, you will monitor the market and competitors as well as interact with customers to understand challenges and opportunities. You will develop, anchor, and implement strategic plans as well as find strategic partners to open new markets as well as develop old.

We believe that you have a Life Science relevant PhD, MSc or BSc degree: Biochemistry, Molecular or Cell Biology combined with a solid background in sales and business development.

You are a network person that successfully negotiate and close business agreements and operate in close collaboration with the CEO. You build and develop national and international networks and communicate effectively both internally and externally. You actively participate in meetings and conferences and schedule your own business meetings. The role is part of the management team and you will have impact on decision making.

### Qualifications

- At least 5 years of experience from a commercial role within the life science industry
- Documented experience of sales and business development
- Experience of working with CRM and other business development tools
- Goal oriented and strong negotiation skills
- Excellent communication skills, fluent in English, both orally and in writing
- High collaborations skills, including teamwork and networking
- Creative, solution-, business- and action-oriented
- Strong wish to join a small company where we expect you to be prestigeless, loyal and flexible

### Interested?

Submit your application no later than 2022-10-25, selection is ongoing. Send the application to Charlotte de Belder Tesséus at [charlotte@tdblabs.se](mailto:charlotte@tdblabs.se). Mark your application with "Sales Manager".

If you have any questions, please contact Charlotte de Belder Tesséus via [charlotte@tdblabs.se](mailto:charlotte@tdblabs.se) or on 0768067788.