



Mainz Biomed Germany GmbH

Vice President Commercial Operations, Europe (m/w/d) remote

📍 Deutschland, Österreich, Schweiz 📁 Feste Anstellung
🕒 Vollzeit, Home Office möglich 📅 Erschienen: vor 1 Woche

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[Schnelle Bewerbung](#)

Mainz Biomed is an international, innovative, and emerging biotechnology company. It specializes in the development of in vitro diagnostics in the field of cancer prevention and targets laboratories, physicians, companies, and patients with its portfolio.

To support our team, we are looking for a

Vice President Commercial Operations, Europe (m/w/d)

as a fulltime employee (40h/week), home office based and located in the DACH region (Germany preferred). Reporting line to the Chief Commercial Officer.

Your responsibilities:

- Leading the commercial team across Europe (special focus on DACH)
- Responsible for executing the go-to-market strategy to deliver commercial success
- Develop and deploy a sales strategy that leads to increased customer value creation and gains market share
- Achieve or exceed revenue goals and drive growth through sales and marketing partnership
- Partner across the organization to advocate for customers, quality and compliance

- Contribute to corporate planning as required (e.g. Commission Plans, Strategic Planning, Brand, Contracts, Business Development)
- Manage the team through goal setting and continuous feedback to develop their capabilities
- Develop pricing policies, incl. volume discounts and terms and conditions in partnership with Finance
- Provide input on market trends and customer requests for new product development

Your profile:

- Bachelor's degree or equivalent in Life Sciences, master's degree desirable
- Ability and willingness to travel within Germany and internationally (minimum 50%)
- Experience in Oncology or Molecular Diagnostics is advantageous
- Marketing or Product Management experience
- Multi-years of commercial experience in selling IVD Assays to large reference lab chains, university hospitals, academia, corporate health and direct to consumer, preferably in Oncology
- Proven leadership experience, strong interpersonal and problem-solving skills with excellent judgement and decision-making capabilities
- Experience selling platform technologies with both capital sales (instrumentation) and consumables sales
- Demonstrated ability to inspire and motivate a team via vision and strategy located in various time zones
- Strong analytical, planning, forecasting and budgeting/financial skills
- Ability to influence internal and external audiences through excellent communication and negotiation skills
- Strong verbal and written German and English communication skills

We offer:

- A wide range of activities
- Attractive compensation including stock options
- Flexible working hours and work location
- Flat hierarchical structures
- The chance to contribute to an innovative and highly motivated team

Are you interested?



Gefällt dir der Job?

Dein Feedback hilft uns, deine Jobsuche zu verbessern.

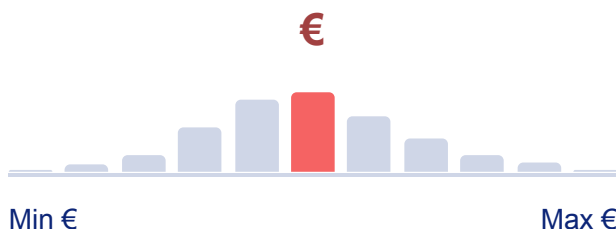


Ich bin interessiert

Gehalt

Neugierig auf das Gehalt für diesen Job?

Gehalt anzeigen



Diese Jobs waren bei anderen Jobsuchenden beliebt

Chief Executive Officer (m/f/d)

Björn Engelbrecht Executive Search

bundesweit

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vor 1 Woche



VP Sales DACH für HVAC (m/w/d)

Mercuri Urval GmbH

bundesweit (Home-Office)

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vor 1 Woche

**Managing Director (m/w/d)****Dr. Maier + Partner Executive Search GmbH**

Region Baden-Württemberg

vor 13 Stunden

**Managing Director South Africa (m/f/d)****Energiequelle GmbH**

Kapstadt

[Schnelle Bewerbung](#)

vor 1 Woche

**Geschäftsführer (m/w/d)****insight – International Management Consultants**

bundesweit

[Schnelle Bewerbung](#)

vor 3 Tagen

**Director (f/m/d) R&D****KNAISCH CONSULTING GMBH**

bundesweit

vor 1 Woche

**COO/VP Operations (f/m/x)****Tourlane GmbH**

Home Office or Berlin, Germany

vor 1 Woche

**Geschäftsführer / Gruppen-CEO (m/w/d)****AEQUITA SE & Co. KGaA**

bundesweit

[Schnelle Bewerbung](#)

vor 1 Tag

**Geschäftsführer Internationales Unternehmen für die Produktion und den Vertrieb von Hochleistungsschmiermitteln****TOPOS Hamburg**

Nordrhein-Westfalen

vor 1 Woche

**Operativer Geschäftsführer / Gruppen-COO (m/w/d)****AEQUITA SE & Co. KGaA**

bundesweit

Schnelle Bewerbung

vor 1 Tag

AEQ

Vice President Of Operations jobs

Geschäftsführung jobs

Management jobs

Chief Operating Officer jobs

Supply Chain jobs

Leiter Business Unit jobs

Vice President jobs

Director Of Operations jobs

Luftfahrt jobs

CEO jobs

Head Of Operations jobs

Werksleiter jobs

Global Sales Director jobs

Sales Director jobs

Engineering Manager jobs

Stepstone**Bewerber****Arbeitgeber****Verbinden Sie sich mit uns**

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