



Are you looking to work for an international company and contribute to better healthcare? Are you interested to support us extend to new geographic areas? Do you want to build a unique women's health related portfolio? We might just be looking for you too.

IQ Products is looking for an enthusiastic and preferably experienced

## **TECHNICAL SALES SPECIALIST**

As Technical Sales Specialist, you will approach and support distributors and customers worldwide that use or would like to use IQ Products' innovative women's health products, specifically focused on perinatal in vitro diagnostics. You will initiate and contribute to sales projects, evaluate the diagnostic market, provide technical support, and contribute to the communication with (potential) customers. It's important that you have a strong commercial drive and a willingness to travel abroad several times a year.

### Your job is to:

- Initiate and contribute to sales of IQ's portfolio in The Netherlands and Germany by regularly being on the road.
- Support distributors and customers with product specific background, technical support, webinars and demo's.
- Visits to national and international meetings and building a network of key opinion leaders.
- Be up to date with literature and developments from the competition.
- Active participate in discussions on the development of IQ Products' portfolio.

### Your qualifications are:

- Strong commercial awareness, sales driven and excellent communication skills.
- Knowledge of antibodies and antibody techniques (flow cytometry, microscopy, ELISA, western blot).
- The candidate shows initiative, works accurately when alone and in a team and is able to work with deadlines.
- Bachelor or Master's degree with a background in medical biology, immunology, science business and policy or biochemistry. Preferably several years' experience in a laboratory.



- Outstanding verbal and written communication and presentation skills in German, English, and Dutch required.
- Familiarity with ISO 13485 and, or FDA 21 CFR Part 820 and an accompanying Quality Management System is an advantage.
- Drivers licence (B) and willingness to travel.

We're offering a full-time position based in the Groningen office. We offer a salary in line with the job description, a positive working atmosphere, and (sales) training opportunities!

Are you interested in this position? Please send your application with motivation and a short curriculum vitae to Monique de Vries by e-mail ([m.devries@iqproducts.nl](mailto:m.devries@iqproducts.nl)) before April 4<sup>th</sup> 2025.

More background on IQ Products can be found at [www.iqproducts.nl](http://www.iqproducts.nl) or [www.pregnostic.nl](http://www.pregnostic.nl).

*Acquisition by recruiters and employment agencies is not appreciated*