

Sales Director

We invite you to join our team as a **Sales Director** to expand our company customer base globally and support our Sales Team with your expert knowledge and experience in the Sales Management in Life Science sector.

The role of this position is to plan and execute strategy to reach a sustainable growth level of 50% within 2 years (in past 10 years we have been growing on average 20% a year).

Responsibilities

- Achieve growth and hit sales targets by successfully managing and coaching our sales team
- Design and implement sales plans and analyse the results for expanding long-term customer base
- Build strong customer relationships globally (readiness to some international travelling is needed)
- Identify emerging markets and market shifts while cooperating with our Development and Marketing Team for launching new sales campaigns, taking responsibilities in strategic decisions

Requirements

- Strong experience on Sales or Sales Management
- BS/MS degree in Business Administration or a related field
- Ambition and courage to compete with biggest biotech corporations in the world
- Entrepreneurial spirit, ability to think creatively and analytically
- Engaging, motivating and coaching skills
- Readiness to acquire technical knowledge in specific Life Science sector

Why to apply

- You can be creative and ambitious by expanding our company's presence in the global life science sector
- Our young and innovative team will support you in fulfilling your ideas
- You will develop individually and as a team player
- You will join our fun and creative team and you will get to know the Spirit of Tartu
- Your efforts and ambitions will be valued

Primary Location: Tartu, Estonia

Schedule: Full Time

To apply, please send your [CV](#) and [accompanying letter](#) to **career@solisbiodyne.com**

For additional information please visit **<http://www.solisbiodyne.com>**

*All your personal information will be kept confidential and will not be shared with third parties.