



BLACKSHEEP VIETNAM CO., LTD

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Registered in Vietnam: 0108567193

EMEA Distributors Manager – Single Cell Instrument

Full time position

Location: Hanoi, Vietnam

Report to: Regional Manager

Blacksheep is a fast-growing international science and technology company – a great place to develop your career in Vietnam. Focusing on development of world leading products for high growth markets, the company designs, develops and manufactures truly innovative products in Vietnam. Our projects in Vietnam range from high power electric motorbikes to medical machines, and our products are used for many scientific applications including biology, chemistry, biotech research, material sciences and scientific discovery and all need to follow ISO standards appropriate for the resulting products.

Our partner, Blacktrace Inc., headquartered in the U.K is increasing their activities for the leading Single Cell Instrument brand - Dolomite Bio in EMEA markets. Therefore, we are looking for a talent with a scientific background in Biology/Genomics/Biotechnology, who would like to pursue a career in business management. You will be working with world-class scientists to deliver utmost cutting-edge technology to life-changing applications.

Due to the nature of the role, we expect you to be completely fluent in English and know how to collaborate with business partners in Europe and Middle Eastern regions.

Main tasks:

The main responsibility of the Distributors Manager is to manage sales activities of distributors in Europe & Middle Eastern markets. By constantly liaising with our partners, you will support and make sure they perform well to meet and exceed the sales target. You will act as Dolomite Bio's ambassador and be responsible for promoting Dolomite Bio through the distribution channel by using your technical knowledge, consultative and management skill. Your typical duties include but not limited to:

- Be the primary POC to respond to Distributors' inquiries on technical questions, quotation, and support
- Attend conference calls with the Distributors/Customers to make sure they have the necessary support to close business opportunities

- Work closely with Application and Support teams to follow up and deliver scientific systems to Distributors/Customers
- Work closely with Marketing to implement tactics to increase market share and brand awareness in EMEA
- Work with world-class scientists/researchers both in academia and industry, such as those from leading Biotech/Pharma/Genome Centre to secure business for Dolomite Bio
- Build strong relationship with world-class scientists in Single Cell Research
- Make sure sales leads are qualified in a technical and commercial manner by Distributors
- Ensure tender documentation is completed in a timely manner
- Process prospect and lead information within SFDC
- Coordinate with different business functions to help Distributors execute educational seminars and conferences

Required skills and capabilities:

- Undergraduate degree or equivalent qualification in Biology/Molecular Biology/Genomics/Biotechnology. Other scientific background only considered if having significant exposure to Biology
- Experience in scientific sale is a plus
- Native or close to native level of English, both oral and written.
- Excellent communication skills, people skills
- Excellent organisational skills and ability to multi-task, follow up and execute business deals
- Ability to work individually and as part of a team
- Experience in working with CRM system such as Salesforce is a plus
- Understanding of business culture in EMEA is a plus

Benefits:

You will be rewarded with a competitive salary, 20-day annual leave and premium medical care.

If you would like to apply for this position, please email your covering letter addressing each of the job requirements and CV to:

admin@blacksheeppower.com the attention of **Ms Giang Nguyen, Operations Director**

We are an equal opportunities employer, and we would encourage woman to apply for the engineering job.

We look forward to hearing from you!

Blacksheep Vietnam Co., Ltd.