

Distribution Channel Manager

JP0006-001

magtivio B.V. is a valued partner for routine and research laboratories, as well as in-vitro diagnostics manufacturers. We develop and commercialize a continuously expanding line of magnetic separation solutions. Our main focus is on the biological sample preparation for LC-MS/MS and (U)HPLC analysis in clinical diagnostics / pharma markets and DNA extraction and clean-up kits for R&D and life sciences.

We are looking for a **Distribution Channel Manager** with a strong personal drive and a track record of success in developing strong channel sales relationships with distributors and resellers. This is a fantastic opportunity to help magtivio with distributors in the region.

Responsibilities

- Develop and manage distribution partner relationships worldwide to support sales revenue
- Build and execute business plans with partners to drive mindshare and growth
- Execute sales trainings and provide marketing and operational support
- Track key performance indicators against quota and other metrics to effectively lead growth of the alliance

Qualifications

- At least 5 years working experience in channel distribution preferably for companies in biotech or life science
- Experience with medium-to-large VARs, referral partners and service providers
- Track record of partner sales success
- Experience with executive-level engagements and communication
- Fluent in Dutch, German and English
- Able and available to regularly travel worldwide

Would you like to know more before you apply? Please visit us at www.magtivio.com

Recruitment agencies: We seldom make use of agencies, and when we do, we have a PSL in place. We would appreciate if you did not contact us directly, since we will not be able to respond to you.

Job Types: Full-time, Part-time, Contract

Apply now!

By replying to jobs@magtivio.com sending your latest CV and a short motivation.

magtivio B.V.

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