



Business Development Executive – German Speaking – London (Job Ref: 25/GSLB)

Randox Laboratories is a world leader in diagnostics for clinical healthcare, toxicology, and food security. Our expertise and product portfolio have assisted laboratories across the world in improving health and saving lives. Our global success is a result of our pioneering products and the commitment and skill of our workforce. Our staff are at the heart of everything we do and achieve. We have exciting new career opportunities for **German-speaking Business Development Executives** based in London.

Location: Onsite, based at our office on Fitzroy Square, London.

Contract Offered: Full-time, Permanent

Working Hours / Shifts: 40 hours per week. Monday to Friday from 08.40 to 17.20.

What does this role involve?

This role is responsible for the sales and promotion of Randox Clinical products throughout a wide range of industries, developing business opportunities with current customers as well as winning new business. In addition, the successful applicant will:

- Promote and sell our Clinical Chemistry Analysers, Reagents, and Quality Control Materials.
- Identify and develop customer relations in areas where we are currently unrepresented.
- Contribute to the company's growth and profitability by developing and maintaining customer relationships, providing high levels of support and service.
- Prepare sales reports and sales projections.
- Manage existing accounts while opening new ones.
- Conduct market research into potential business opportunities for new and current Randox product lines.
- Maintain a high level of product knowledge and competitor awareness.

Who can apply?

We are open to both graduates or commercially minded individuals with some sales experience, who are native in German, both speaking and writing. For graduates, ideally with a background in Life Science or Business-related degrees. For those with previous sales experience, we are open to any background and sector.

Essential criteria:

- Graduated in Life Science/Business degrees or recent sales experience.
- Fluent in both German and English at business or native level.
- A hunter mindset to open and close business opportunities.
- Strong communication and presentation skills.
- Driven to achieve a successful career in sales.
- Willingness to travel internationally to meet current and potential clients.
- Genuine interest in the medical devices sector.

Desirable:

- A third language, ideally French.
- Previous sales experience in a similar industry.
- Valid driving licence

For you:

We offer a competitive base salary, plus bonus and profit sharing. Full autonomy to manage your own diary. As a global company, we can offer you rapid career progression from Sales Executive to Senior, through to Sales Manager and Country Manager as our market share increases. This is a great opportunity to reap rewards in a sector that is experiencing significant growth.

How do I apply?

Click "Apply" on the site you are seeing this advert on, and they will submit your CV to Randox for review. This advert may remain open for up to 30 days, although we may close the advert early if we receive sufficient applicants to fill the roles.

About Randox:

An international company operating in over 145 countries that continues to have unparalleled growth, Randox Laboratories was at the heartbeat of the UK's National COVID Testing Programme throughout the pandemic. In early 2020 Randox recognised the threat from COVID-19 and, based on over 40 years of diagnostic experience, quickly developed a test to accurately identify the virus. Testing at scale commenced within weeks to support the UK's National Testing Programme and private clients alike.

Additionally, as a world leader in diagnostics for clinical healthcare, toxicology and food security, our expertise and product portfolio have assisted laboratories across the world in improving health and saving lives. Our global success is a result of our pioneering products and the commitment & skill of our workforce, which continue to grow exponentially.