**JOB ANNOUNCEMENT**

for motivated individuals who would join the team as

**Product Manager for Life Sciences solutions - code 01**

**Qualifications:**  
• University Degree: biologist, molecular biologist, biochemist, biotechnology, doctor, pharmacist, dentist;  
• Working experience in sales (experience in the health sector will be an advantage);  
•Strong sales and communication skills;  
• Ability for teamwork and work with deadlines;  
• High level of autonomy and self-organization in carrying out the tasks, focus on performance and high degree of proactivity;  
• Willingness for field work on the territory of the Republic of Macedonia;  
• Valid driving license;  
• Fluent in English (oral and written form);  
• Computer literacy (MS Office, Windows);

**Мain tasks:**  
• Preparation of plan and strategy to increase sales;  
• Cooperation with laboratories and relevant institutions, for sales of Life Sciences solutions;  
• Management of clients (making offers, preparation of invoices, monitoring collection etc);  
• Communication and negotiation with manufacturers and key opinion leaders;

**Product Manager for medical equipment - code 02**

**Qualifications:**  
• University education: Technical engineer, doctor, pharmacist, dentist, biologist, biotechnologist;  
• At least 3 years experience in sales (experience in the health sector will be an advantage);  
• Strong sales and communication skills;  
• Ability to teamwork and work with deadlines;  
• High level of autonomy and self-organization in carrying out the tasks, focus on performance and high degree of proactivity;  
• Willingness for field work on the territory of the Republic of Macedonia;  
• Valid driving license;  
• Fluent in English (oral and written form);  
• Computer literacy (MS Office, Windows);

**Мain tasks:**• Preparation of plan and strategy to increase sales of medical equipment;  
• Doctor’s and hospital regular visits for presentation and sale of medical equipment ;  
• Management of clients (making offers, preparation of invoices, monitoring collection etc).  
• Communication and negotiation with manufacturers

***The company offers an outstanding product portfolio, additional professional training, a friendly working environment and continuous opportunities for professional growth and career advancement in accordance with the qualifications.***

*Interested should submit a summary (CV), recent photo, photocopy of diploma or certificate and recommendations no later than 30.03.2017 to the following email address:* [*volnarovska@bimek.com.mk*](mailto:volnarovska@bimek.com.mk) *indicating the position and code.  
  
  
ONLY applications that will be shortlisted will be contacted and all applications will be treated with strict confidentiality.*