

The Company

Based in Copenhagen, Denmark, with North American operations based in Fairfax, Virginia, Immudex manufactures MHC Dextramer® for the detection of antigen-specific T cells. Under an agreement with the US Cancer Immunotherapy Consortium (CIC) and the European Cancer Immunotherapy Consortium (CIMT), Immudex also provides MHC Multimer and Elispot proficiency panel services worldwide.

Immudex' MHC Dextramer® products are utilized for the quantification or sorting of antigen-specific T cells in life science research, in vitro diagnostics, as well as the development of immunotherapeutics and vaccines. The primary focus is research-use-only products for the immune monitoring of immunotherapy development and monitoring of CMV cellular immunity in transplant and other immune-deficient patients. In Europe, the CE-marked Dextramer CMV Kit is approved for in vitro diagnostic use, for the quantification of CMV-specific T cells. USA FDA 510(k) clearance for the CMV kit was granted March 2017. GMP Grade reagents are available.

Global CCO/Sales Director

You will lead and develop our sales worldwide and you have a deep passion for and a successful track record within strategic sales and marketing.

- Strategic role in creating the future for the company as part of the management team
- Great opportunity to head a sales team and establish a global sales success
- International clients within the Life Science industry

Challenge

As Global Sales Director, your main responsibility will be to create and execute the global commercial strategy of Immudex and to build up a sales force and an efficient marketing organization and directing the commercial resources to achieve revenue and profit goals. You will be responsible for operating costs of your departments and the global revenue generation. You will lead the sales and marketing team and work closely together with executive staff, customer support, R&D etc. to coordinate the efforts to achieve strategic positioning and growth of the market share. You perform and execute the plans of action and coordinate the resources to support specific revenue generating activity and customer satisfaction.

You will actively take part in maintaining and growing the customer base, among others, by managing sales processes and performing visits to customers to establish optimal solutions for their technical challenges and applications of Immudex' products.

You are very skilled at analyzing, as well as an expert in planning and organizing. To be successful in the job, you must also have entrepreneurial and commercial thinking, as well as the ability to adapt and respond to changing circumstances. You cope well with pressures and setbacks and maintain a positive outlook.

In your leading and supervising role, you provide the global sales team with a clear direction. You enjoy motivating employees and you are skilled at empowering the team. You see development opportunities. As a person, you are a driver and an executer. You will be reporting to Immudex' CEO.

Talent

You possess managerial experience within sales and marketing combined with an extensive strategic business understanding of the reagents sales and immunology market.

You are experienced within sales and sales leadership, where you have gained substantial insight into the global Life Science business. You have previously created extraordinary international results within concept selling and you are able to develop the market share significantly.

You have a PhD or Master's degree with hands-on experience from immunology.

The preferred candidate possesses the following qualities:

- Head of sales with documented and substantial sales results
- Strategic sales and marketing experience from a global organization, preferably from a position within direct sales to the life science reagent market
- Strong international profile – particularly so on the US, European and Asian markets
- Result driven, positive, committed and energetic
- Strong in building relations and “new bizz” driven
- Able to work efficiently in an international environment
- Excellent communication skills and fluent in English

Application

Best Talent is responsible for the recruitment for this position at Immudex and review your application on a confidential basis. Forward your application including your CV attention “1664/CCO Global Sales Director” by way of e-mail to job@besttalent.dk. You can read more about Best Talent at www.besttalent.dk. For more information please contact Managing Partner Best Talent Janne Kofoed, at +45 4556 5300.