



Key Account Manager

Location: USA

Work Type: Permanent, Full-time

About us:

At SpeedX, we are passionate about improving patient outcomes and specialize in molecular diagnostic solutions that go beyond simple detection to offer comprehensive information for improved patient management. With our headquarters in Sydney, our technology supports clinical diagnostic products for infectious diseases with a range of products in the market and a pipeline of research and In Vitro Diagnostic (IVD) assays since 2009.

Our well-equipped offices and laboratories are centrally located at the Australian Technology Park in Eveleigh (Sydney) and are easily accessible by rail. SpeedX believes our employees are pivotal to our success and reputation, therefore we strive to offer true work/life balance.

We like to recruit the best talent to join our growing company that was awarded 2021 Australian Company of the Year at the AusBiotech and Johnson & Johnson Innovation Industry Excellence Awards. Make no mistake, we expect a lot from our people as they do of us. So, if you can rise to the challenge, we will provide you with a dynamic and rewarding career.

About the Role:

An exciting opportunity exists for a full-time Key Account Manager to join our Sales team. The role offers exposure to a wide range of sales support activities with opportunity to learn and grow in a working environment that is supportive and professional.

Your primary responsibilities:

- Establish and maintain direct selling channels in US in line with Company plan.
- Establish and maintain the network of Key Opinion Leaders in the Territory necessary to gain market acceptance and traction for SpeedX assays.
- Develop and maintain commercial relationships that lead to a deep understanding of clients' existing needs and future requirements
- Identify key decision makers within customer organisations and utilise strategic selling methods to win business
- Assist in developing and executing account plans and accurate pipeline forecasting
- Build relationships across a cross-functional team to deliver against objectives

Qualifications & Experiences:

- Bachelor's Degree (or equivalent) in business or similar
- Biochemistry/Molecular Biology or Medical qualifications are desirable
- Minimum of 5 years' experience in a similar position
- Experience in the biotechnology/ science sector will be highly regarded
- Previous experience in commercial background with an IVD company involving marketing, direct sales, sales and channel management, contract negotiation, key account management

The Successful Applicant will:



- Have a high intellect, enthusiasm, strong analytical skills, and a genuine desire to make a difference
- Have a positive outlook and open communication style combined with excellent written and verbal communication skills
- Have the ability to adapt to changing circumstances at short notice
- Be highly organized, able to multi-task and possess excellent time management skills

Please clearly state in your application if you have full rights to work in USA

If you believe you fulfill the criteria, please email your CV and accompanying cover letter and include in the subject the job title **Key Account Manager** to: hr@speedx.com.au.