

Product Manager

Our company:

Metris is an innovative and growing company with products used for fully automatic screening of laboratory animals. The mission of Metris is to combine efficiency and animal friendly experiments in pharmaceutical R&D. Our products (LABORAS and SONOTRACK) are based on unique concepts, resulting in none or limited competition from other companies. The worldwide market of Metris grows strongly and will focus on R&D automation. Our customers require a more direct approach and relevant knowledge in this field to better understand their needs.

We are looking for an enthusiastic, internationally oriented and experienced product manager who stimulates customers to find together with Metris more efficient and animal friendly ways of working in their specific research fields

Responsibilities:

- definition and execution of the annual sales plan based on the year targets and objectives of Metris, including pricing - and distribution policy
- maintaining/extending the customer database
- active acquisition to find new potential customers,
- setting up business deals and finalizing deals with the purchase departments,
- maintaining contacts by means of user meetings, visits, participation to conferences etc.
- managing distributors (Asia) and setting up new distribution contracts (e.g. USA)
- developing new markets as part of "business development"

The product manager who will be part of the Management Team reports to the Director M&S Metris and is responsible for the financial projections as laid down in the annual sales plan.

Requirements:

- MBA degree or NIMA-B or C diplom, biomedical background (or relevant experience)
- excellent in English (in writing and speaking)
- knowledge of - and experience in M&S organisations
- minimum of 2 to 3 years work experience, preferably in small- and medium size enterprises (SME's)
- enthusiastic and adventurous
- affinity with the Metris technology
- experience with R&D in the pharmaceutical industry
- self motivating, independent and goal-oriented
- availability as soon as possible

Interested in a career in an exciting industrial enterprise?

Then we look forward to receiving your application on the following address:

Metris BV
Kruisweg 801a
2132 NG Hoofddorp (near Amsterdam & Schiphol)
The Netherlands

Salary indication: Euro 3000 gross per month and performance remunerations