

Curetis, is a molecular diagnostics company based in Holzgerlingen near Stuttgart, Germany, and a wholly-owned subsidiary of OpGen Inc (Rockville, MD, USA – Nasdaq Ticker: OPGN – www.opgen.com),

Curetis specializes in the development, manufacture and commercialization of reliable, fast and cost-effective solutions for the diagnosis of serious infections. Our Unyvero product line allows for the detection of pathological microorganisms and their antibiotic resistances in a variety of different patient samples within a few hours — a process that takes days or even weeks with other procedures. Cartridge-based tests for pneumonia as well as for implant and tissue infections, blood cultures, urinary tract infections and intra-abdominal infections are currently being manufactured and distributed internationally for the Unyvero platform. Furthermore, Curetis has commercialised a SARS-CoV-2 PCR test and also performs this as a service. Curetis has an attractive R&D pipeline of novel platforms and tests.

At the earliest possible time, we are looking for an

## International Business Alliance Manager (m/f/d)

working at our location in Holzgerlingen near Stuttgart, Germany with flexible home office days possible. This is a permanent and full time position.

### Your Responsibilities...

- » Prioritise markets and determine market entry strategies for new regions and for new and existing product portfolios
- » Negotiate new distribution agreements
- » Set and continuously monitor Key Sales and Performance Indicators
- » Collect and analyze market data to drive growth and develop markets
- » Assign sales territories and set and enforce sales goals with distributors
- » Ensure revenue targets of distributors are achieved per territory
- » Establish and lead regular meetings and conference calls with distributors
- » Train distributors to ensure continual improvement in capability, knowledge, customer service, performance and profitability
- » Ensure distributors are equipped with the necessary sales skills to represent Curetis through coaching individuals in the field and personally observing the performance of distributors
- » Assist distributors with client training as required
- » Implement new sales strategies and techniques with the distributors
- » Prepare and execute annual reviews of distributors
- » Develop an accurate and realistic annual budget plan and monitor performance to budget with monthly and quarterly reporting and forecasting
- » Provide regular written and oral presentations
- » Attend trade shows and global exhibitions
- » Significant international travel required

## Your Qualification & Experience...

- » A tertiary qualification in a life science. Microbiology is an advantage
- » Significant sales management experience
- » Significant distributor management experience in medical diagnostics settings
- » Bi-lingual – German and English, another European language is an advantage
- » Excellent communicator with the ability to motivate distributors and effectively engage with customers
- » Ability to develop sales and marketing training programs for distributors in collaboration with marketing
- » Highly motivated self-starter, with the ability to think innovatively and work independently
- » Demonstrated organizational and time management skills
- » Strong relationship and networking skills
- » Commercially astute with strong negotiating skills
- » Proven experience conducting market analysis and identifying new territories
- » A high level of business acumen
- » Ability to work with people across different cultures and nationalities
- » Ability to work effectively under pressure
- » The drive and commitment to achieve personal and company goals
- » The ability and willingness to travel extensively and internationally

## Your Benefits...

- » Interesting tasks, an experienced team and varied work in all areas of product development for the Unyvero platform
- » The chance to help shape the future of diagnostics
- » Flat hierarchies with an "open door" philosophy, short decision-making processes and open communication at all times
- » Trust-based working hours
- » A modern working environment in which our employees feel comfortable and like to give their best
- » Attractive and competitive remuneration
- » International focus in a listed company

We look forward to receiving your detailed application in English. Please include the respective reference number 1608151 for the position you are applying for and preferably submit it electronically to [hr@curetis.com](mailto:hr@curetis.com)

### Postal address:

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