
Job Title: Sales Application Specialist (APAC)

Collagen Solutions is a global leader in collagen-based biomaterials supply and development for use in research and diagnostics, medical devices, and regenerative medicine. We are an exciting fast-paced growth company publicly traded on the London Stock Exchange, looking for high caliber team members passionate about our vision:

To be the industry's first choice for regenerative biomaterials.

The Sales Application Specialist (APAC) is critical to delivering sales growth via new customer partnerships and expanding business within our growing customer base. This position supports the APAC Commercial Manager and manages customer relationships and sales processes within the APAC market.

Essential Functions:

- Technical Support: New sales support, generate new leads and opportunities, provide sample trials, support B to B customers throughout medical device lifecycle and provide customer application detailing/training as needed (i.e. Customer training for medical device application and biomaterial specification/application, troubleshoot and solve problems, technical consultation.
- Sales Revenues/Budgets: Meet/Exceed sales targets. Increasing sales by actively selling to target customers. Supporting APAC Commercial Manager for customer development & product/application detailing and developing tactical plans to maximize revenues. Responsible for full range of product portfolio.
- Business/Market development: Drive and initiate development of new business opportunities and references in product sales and ODM/OEM contract manufacturing projects.
- Planning/Forecasting: Plan, forecast and achieve objectives, key performance indicators and revenue forecasts
- Customer focus: Maintain and develop relationships with key customers and references. Increase customer satisfaction.
- Information systems: Utilize the Microsoft CRM System to input and provide information in terms of current situation and next steps that will manage leads and opportunities effectively and increase the visibility for sales forecast.
- Communication: Organization of meetings/communication channels to ensure effective customer/territory management

Position Requirements:

- Masters in Life Science, Tissue Engineering, Biology, Biomedical Engineering, Chemical Engineering, Molecular Biology, etc.
- At least 3 - 5 years sales experience in selling Biotech or Biomaterial products.
- Knowledge of Biomaterial (ex. Collagen, Pericardium, HA., etc.) market and target customers
- Good written and verbal Mandarin Chinese/English proficiency.
- Preferred location in South Korea or Hong Kong

Personal Requirements

- Able to work independent and a good team player.
- Excellent communication skills at all business levels
- Domestic/Overseas travel

To apply or inquire about current opportunities please contact us at careers@collagensolutions.com.