



## Distributor Sales Manager East Asia & ANZ

We have revolutionised allergy diagnostics and have been operating successfully in more than 90 countries for over 8 years with our diagnostic products and patented technologies. Our products help clarifying allergies in a single step – for humans and animals alike. Allergies are diagnosed in a highly specific manner so that patients receive help by their specialist in no time. We increase quality of life, enable personalised treatment, advance research, and relieve our health system.

### We offer:

- A permanent full-time position (based locally)
- An outstanding portfolio of technologically highly advanced products, ranging from test material to processing systems and analysis software
- Profound training in the field of molecular allergy diagnostics
- Attractive salary (fixed and variable components)
- An environment where you feel empowered to ask questions and shape the company's further path

### We need you for:

- **Own and drive sales performance** across the distributor network in your territory (East Asia & ANZ), turning partners into consistent high-performers.
- **Actively manage, lead, and challenge** distributors through the entire sales pipeline - from forecasting and funnel reviews to deal closure.
- **Evaluate, select, and onboard** new distributors with high-growth potential to expand our market presence.
- **Set clear goals and KPIs** for each distributor, track progress rigorously, and hold partners accountable for results.
- **Provide actionable insights and regular reporting** on sales metrics, market performance, and distributor activities.

### Your profile:

- You are a highly driven and performance-oriented Sales Manager, who is willing to take full ownership of our distributor network
- Several years of successful Partner and Channel Management
- Preferably experience in the field of medical technology and life sciences
- Excellent command of English and local languages
- Resident in the responsible region, willingness to travel
- Experience in CRM tools
- Open and communicative personality

We offer an attractive salary (14x annually) depending on your previous experience and qualifications. In addition, an annual bonus will be determined based on the achievement of a Sales target and other criteria set at the beginning of each year. Ready to become part of the MADx team? Then contact us with your CV and/or open questions at [jobs@macroarraudx.com](mailto:jobs@macroarraudx.com).

