

BioSpectrum Job Alert : Commercial Intensity Leader- Asia Pacific at Cytiva , Singapore

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Posted on the behalf of Cytiva Singapore, Singapore



About the job

Be part of something altogether life-changing

Working at Cytiva in the Life Sciences industry means being at the forefront of providing new solutions to transform human health. Our incredible customers undertake life-saving activities ranging from fundamental biological research to developing innovative vaccines, new medicines, and cell and gene therapies.

At Cytiva you will be able to continuously improve yourself and us – working on challenges that truly matter with people that care for each other, our customers, and their patients. With associates across 40 countries, Cytiva is a place where every day is a learning opportunity – so you can grow your career and expand your skills in the long term.

Cytiva is proud to work alongside a community of nine fellow Danaher Life Sciences companies. Together, we're pioneering the future of science and medicine, developing products that enable researchers in the fight to save lives.

We are looking for a **Commercial Intensity Leader – Asia Pacific** to work with our commercial leadership team in China, ASEAN, Korea, India, Japan, Australia and New Zealand. Do you have a passion for the Commercial Intensity ? Then we would love to hear from you.

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What You'll Do

- Understand the segments/accounts, including “Design-in” from **addressable market** across geographies.
- Work closely with commercial excellence, people leaders and their teams in geographies to understand local market dynamics.
- Evaluate current resources in Cytiva for coverage i.e **Direct, Dealer and Digital**.
- With deep data, external and internal, understand best use of resources for **coverage and penetration**.

- **Collaborate with horizontal team** people leaders, channel managers, marketing, inside sales etc for ensuring enhanced **Sales Force Efficiency**.
- Ensuring Return of Investments, supervise **qualitative and quantitative funnel** for better say/do ratio. **Develop and implement critical metrics** for end-to-end process.
- Drive continuous improvement on sales tools.

Who You Are

- MSc or Master's degree in, Science, Biotechnology, Business Administration etc.
- 15+ years' proven experience in sales, product marketing or related field
- Proven exposure of working with field commercial teams - direct and dealer etc.
- Good experience in Business Intelligence, CRM tools such as SFDC and Qlik as well as proficiency in MS Excel
- Excellent verbal and written communication skills and the ability to interact expertly with a diverse group of functional leaders and SME's
- A detailed understanding of how to interpret business needs and gaps & opportunities and translate them into application and operational solutions. Eye for business and knowledge of commercial processes and execute to end point.
- Horizontal Team oriented – ability to work well with diverse, cross-functional teams

When you join us, you'll also be joining Danaher's global organization, where 68,000 people wake up every day determined to help our customers win. As an associate, you'll try new things, work hard, and advance your skills with guidance from dedicated leaders, all with the support of powerful Danaher Business System tools and the stability of a tested organization.

Danaher is committed to a diverse and inclusive culture where everyone feels they belong and all voices are heard. We believe in our associates and the unique perspectives they bring to every challenge, which is why we'll empower you to push the boundaries of what's possible.

If you've ever wondered what's within you, there's no better time to find out.

Danaher Corporation and all Danaher Companies are equal opportunity employers that evaluate qualified applicants without regard to race, color, national origin, religion, sex, age, marital status, disability, veteran status, sexual orientation, gender identity, or other characteristics protected by law. The "EEO is the Law" poster is available here.

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