

Opportunity Profile

APAC Technical and Business Manager
Microbiologics, Inc.



 **Microbiologics**[®]
A safer, healthier world.

The Company



Founded in 1971, Microbiologics is a growing and profitable global company based in Saint Cloud, Minnesota. Microbiologics manufactures cost-effective, reliable and convenient biological reference materials and tests for quality control in microbiology labs. The company specializes in producing lyophilized microorganism preparations for use in the clinical, pharmaceutical, cosmetic, dietary supplement, food, water, environmental and educational industries.

The Microbiologics mission is to provide the highest quality biomaterials for a safer, healthier world. The company has built a reputation in the industry for providing products and services of the highest quality. Microbiologics has received numerous certifications and accreditations to formally recognize the quality of its customer service, manufacturing processes and products. As evidence of the company's unsurpassed quality and commitment to the highest possible standards, Microbiologics has achieved the following:



- ISO 13485 Certified
- ISO/IEC 17025 Accredited
- ISO 17034 Accredited
- CE Mark Conformity
- Food and Drug Administration Registered Establishment
- 2015, 2016, 2017 & 2018 Star Tribune Top 150 Workplaces

Microbiologics has an international distribution network of 160 companies and ships to over 140 countries around the world. The company's headquarters is in Saint Cloud, Minnesota and a subsidiary company, Gibson Bioscience (acquired in 2008), is located in Lexington, Kentucky. The company formed a new Molecular Products and Services Division with the acquisition of the assets of Phthisis Diagnostics in 2013. Microbiologics entered into the Virology market with the acquisition of Virapur in 2017.

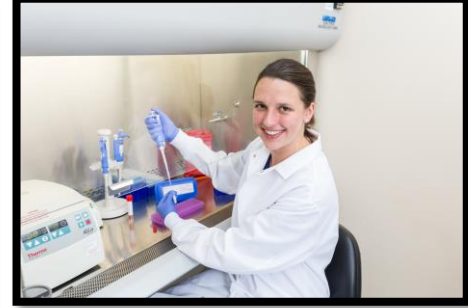
Microbiologics employs more than 175 people and is majority owned by Saint Cloud, Minnesota based Granite Equity Partners. As an industry leading, award winning company dedicated to continually improving operations and performance, Microbiologics is well positioned for continued success.



The Position

The APAC Technical and Business Manager provides technical support for Microbiologics products and business support to our APAC distributors. Reporting to the Executive Director of International Business, this position is responsible for providing high level solutions for our APAC distributors and their customers and promoting Microbiologics sales. Located preferably in Europe, within easy reach of major International Airports, or in Asia. Major accountabilities include:

- Establish distribution networks and/or direct sales accounts and provide ongoing sales support, product knowledge, product training, marketing tools, promotional incentives and continued feedback to help distribution channels meet their goals.
- Provide world class customer experience to both internal and external customers.
- Creates and conducts market, technical, and product presentations.
- Develops and executes a business plan and sales strategy by account and market that ensures attainment of company revenue and profitability goals including a yearly projection for potential product sales and related expenses.
- Maintains compliance with regulatory mandates, adherence to national and international guidelines and standards, while providing superior customer service.



Other responsibilities include:

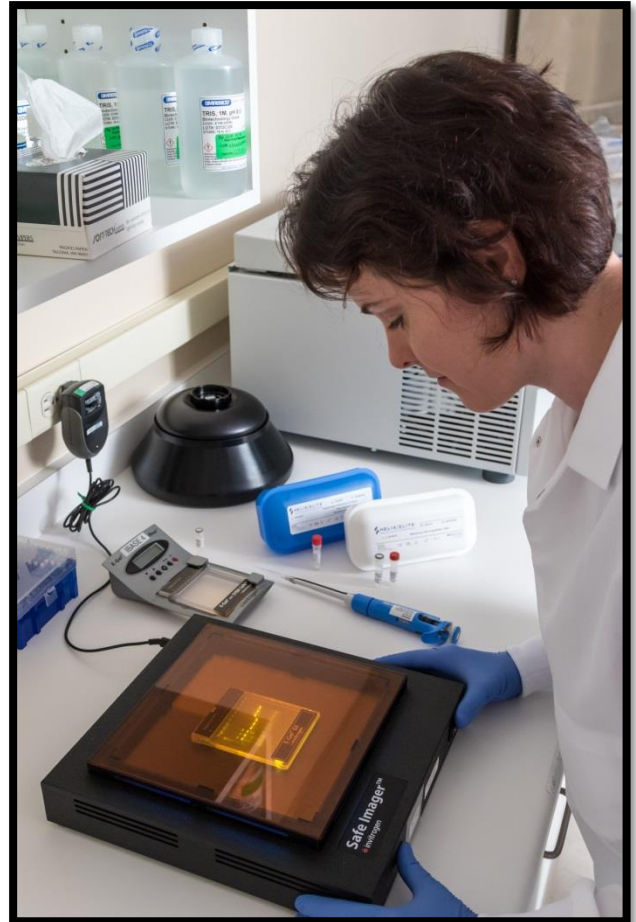
- Provide local training to distributors and customers, and fields training visits.
- Organize microbiology seminars and workshops for Pharma and Clinical customers, including laboratory hands-on, both with traditional cultural and molecular techniques.
- Present at Seminars and Conferences, for both promotional and more technical/ scientific presentations.
- Maintain familiarity with Microbiologics' products, technical literature, current regulations and requirements for quality control such as CLSI, USP, GMP, FDA and ISO standards.
- Work collaboratively with other functional units including, Production and QC, and Sales and Marketing.
- Travels as much as 60-75% for required sales activity including customer visits, training, exhibits, etc.
- Provides timely feedback and analysis regarding products, sales, markets, competition and pricing within assigned markets to Senior Management Team.
- Controls expenses to meet budget guidelines.
- Complies with rules and protocols of Quality Systems department.

Candidate

The ideal APAC Technical and Business Manager candidate will have at least a four year degree in relevant field such as Biology, Microbiology, Bioengineering, Pharmacy; a second degree in business is preferred. The ideal candidate will have a at least five years of sales, marketing or business management experience in the clinical diagnostic, pharmaceutical or food quality control field. Practical microbiology laboratory experience is also strongly preferred.

Specific skills required include:

- Experience with laboratory culture and aseptic techniques.
- Ability to absorb complex technical product knowledge.
- Team player with effective verbal and written communications.
- Ability to work across various geographies and cultures to determine market specific needs and plans.
- Ability to translate customer needs and market data into efforts that deliver increased revenues/profits and superior customer satisfaction.
- Ability to build and manage distribution relationships to achieve overall goals.
- Strong interpersonal and communication skills and the ability to work in global, multidisciplinary teams.
- An ability to work in great autonomy, prioritize tasks and handle a high volume workload.



Application

To be confidentially considered for this opportunity, interested candidates should submit a resume and cover letter to:

Aaron Fisk
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www.microbiologics.com