



## J O B   D E S C R I P T I O N

### Field Application Specialist - Therapeutic Apheresis and Cell Therapy (m/f/d) Fresenius Kabi

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We are looking for a Field Application Specialist to join our team, where you will play a key role in developing our customer base by providing excellent support and training to current and new clients. You will serve as a vital link between our innovative products and the health professionals and industry leaders in the biotech and pharma sectors within central Europe, DACH and BeNelux regions.

#### **Responsibilities**

- Deliver technical presentations to communicate high-value propositions effectively
- Conduct product demonstrations and tests, relying on available internal collaborators if necessary
- Collaborate closely with customers and internal teams, including account managers, to support key accounts
- Promote and provide training on product use and best practices to biotech's as well as healthcare professionals.
- Develop intimate knowledge of customers' manufacturing operations, offering potential improvements and support
- Address and troubleshoot customer issues, coordinating with internal support teams to ensure timely resolution and high customer satisfaction
- Support clients in implementing products such as Lovo, Cue, Amicus Blue, and related solutions
- Keep our CRM system updated with the latest activities and customer interactions
- Share regional insights and updates to contribute to our collective knowledge.
- Participate in regional and national congresses and events to promote our products
- Collaborate with the local account manager to develop and implement strategies for account growth
- Build and maintain strong relationships through effective written and verbal communication

#### **Requirements**

- Master's or Ph.D. in Life Sciences (Biology, Biomedical Engineering, Medicine, Hematology)
- Experience in selling high-value-added healthcare equipment and services is desired
- Hands-on experience in a GMP lab or transfusion medicine is an advantage
- Proficiency in Microsoft Office products
- Excellent communication skills in English; a further language is a plus
- Willingness to travel - this is a home office-based position that will require travel up to 70% of your time



If you have a passion for therapeutic apheresis and cell therapy and enjoy working in a dynamic, customer-focused environment, we would love to hear from you!

Apply

Are you eager to start in your new position? Then apply via  
[bene.humanresources@fresenius-kabi.com](mailto:bene.humanresources@fresenius-kabi.com)

HR: Olivier Van Gysel