

# Products Manager (Lifescience/ Clinical Research)

## 产品经理（生命科学/临床研究）

Vamos Biotech (Shanghai) CO., LTD

威莫思生物科技公司

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## Job Description 岗位描述

### Main Responsibilities 主要职责

- Evaluate customer needs and provide assistance to them in understanding the products  
评估客户需求，并为他们了解产品提供帮助
- Working with the regional product team to achieve customer's requirements  
与区域产品团队合作，满足客户的要求
- Prospect, develop and drive sales plans for lifescience / clinical research market  
制定和推动生命科学/临床研究市场的销售计划
- Generate new sales enquires, execute sales strategies, and expand market potential of the given industries and geographical demographics  
进行新的销售调查，执行销售策略，并扩大特定行业和地理人口的市场潜力。
- Develop and execute sales strategies and plans to improve market share and profitability for the business  
制定和执行销售战略和计划，以提高企业的市场份额和盈利能力
- Manage key accounts and identify new customers  
管理关键客户并寻找新客户
- Provide regular reports to the management team on market / customer / sales movements  
定期向管理团队提供关于市场/客户/销售动向的报告
- Build SPD Scientific company image in the market as a reliable partner for all their needs

在市场上建立 SPD 科技公司的形象，成为能满足顾客所有需求的可靠合作伙伴

## Requirements: 要求

- Bachelor degree in Biomedical, Biotechnology, Medical Technology, Life Sciences, Biology or related field  
生物医学、生物科技、医学技术、生命科学、生物学或相关领域学士学位；
- 5 years of relevant sales or product management experience  
5 年的相关销售或产品管理经验
- Relevant experience in lifescience, clinical or diagnostics products  
生命科学、临床或诊断产品方面的相关经验
- Excellent written and verbal communication and interpersonal skills  
优秀的书面和口头沟通及人际交往能力
- Proven ability to build relationships and influence customers at all levels  
具有建立关系和影响各级客户的能力
- Team player with the ability to work independently  
具有团队精神，能够独立工作
- Professional, self-motivated, focused and creative  
专业、专注、能自我激励且富有创造力
- Possess own transport and willing to travel outstation  
拥有自己的交通工具，愿意到外地出差

## Additional Information 附加信息

Career Level:	Manager
岗位等级:	经理
Qualification:	Bachelor's Degree, Post Graduate Diploma, Professional Degree, Master's Degree
资格证书:	本科学历、研究生学历、专业学位、硕士学位
Years of Experience	5 year
经验年限:	5 年
Job Type	Full-Time
职业类型:	全职
Job Specializations	Sciences, Biomedical, Biotechnology
职业类别:	科学、生物医学、生物技术

## Company Overview 公司概况

Vamos Biotech (Shanghai) CO., LTD (91310000MA1H3AQB3D) is a high technology startup biotech company engaged in discovery, R&D, and commercialization of new generation of medical substances for treatments in cancers, viral infections, antibiotic-resistant bacterial infections, and other incurable diseases.

上海威莫思生物科技有限公司(91310000MA1H3AQB3D)是一家高科技生物科技创业公司。公司致力于探索、开发和商业化新一代药用物质，用于治疗实体癌症、病毒感染、抗生素耐药细菌感染等疑难杂症。

The company is already a global leader in the area of biosynthesis and first in the world to successfully complete clinical trials and obtain market authorization for medical products in the area of antibiotic resistance and is position strongly to achieve significant progress and growth in its operations.

该公司是生物合成领域的全球领导者。在抗生素耐药性领域，其医疗产品率先完成临床试验并成功获得市场授权，正以强有力的姿态拓展业务和实现增长。

The headquarters of Vamos Biotech is located at 1F, Building #5, Lin Gang Fengxian Industrial Park, 1800 Xin Yang Road, Feng Xian District, Shanghai 201413, P.R. China.

威莫思生物科技公司总部位于上海奉贤区新杨公路 1800 号临港奉贤工业园 5 号楼 2 层，邮编 201413。

## Welcome to Vamos Biotech

欢迎来到威莫思生物科技



From early Discovery, Research and Development, Product Development, to marketing, sales and customer support, Vamos Biotech aims to unlock the potential in every team. We are

committed to providing a diverse, inclusive, and supportive environment, where all our staff can succeed and take pride in their work.

从早期的探索、研发、产品开发，到之后的营销、销售和客户支持，威莫思生物技术公司旨在释放每个团队的潜力。我们致力于提供一个多元化、包容性和支持性的环境，让所有的员工都能取得成功并为自己的工作感到自豪。

## What we look for 我们的追求

- **Diversity and respect 多样性和尊重**

Diversity is essential to growth and success of any business. Vamos Biotech creates an environment of diversity of perspectives, experiences, cultures, genders, and age, where ideas can be shared without fear of discrimination or harassment.

多样性对于任何企业的成长和成功都是至关重要的。威莫思生物技术公司创造了一个观点、经验、文化、性别和年龄多样化的环境，在这里，你可以尽情分享想法而不必担心歧视或骚扰。

- **Creativity 创造性**

Success in any organization relies on creative innovation. We strive to create a culture of knowledge sharing, boundary pushing, norm challenging to try new things and learn from experience.

任何组织的成功都有赖于创造性的创新。我们努力创造一种知识共享、边界突破、规范挑战的文化，鼓励尝试新事物并从经验中学习。

- **Collaboration 协作**

The best ideas are a collective effort! We actively support collaboration across projects, teams, seniorities, and countries, encouraging our employees to think outside the box and achieve our goals.

好想法往往需要集思广益！我们竭力支持跨项目、跨团队、跨资历和跨国家的合作，鼓励我们的员工打破常规思维、实现我们的目标。

- **Initiative 主动性**

We value initiative, ownership and leading by example. We reward employees who go the extra mile and always strive to improve outcomes for themselves, their team, and the business.

我们重视主动性、主人翁意识和以身作则。我们奖励那些愿意付出额外努力以促进自身、团队及企业发展的员工。

## Global Perks 福利待遇

- **Career development and learning 职业发展和学习**

We encourage you to set high standards for yourself and take ownership for your personal development and future career through our development and education programs.

我们鼓励你为自己设定高标准，并通过我们的发展和教育计划，在个人发展和未来的职业生涯中掌握主动权。

- **Health and wellbeing 健康和幸福感**

Healthy people are happy people! So, we provide healthy breakfast, fruit and snack options, access to clubs and sporting teams, mental health support and health benefits, like flu shots.

健康的人是快乐的人！因此，我们提供健康的早餐、水果和零食，员工可以参加俱乐部和运动队，在这里你还能得到心理健康支持和其它健康福利（如流感疫苗）。

- **Awards and recognition 奖励和表彰**

We celebrate outstanding performance through our recognition and rewards schemes, including Employee of the Quarter, tenure awards and the annual Vamos Biotech Global Recognition Awards.

我们通过表彰和奖励计划来为出色的表现喝彩，包括季度员工奖、任期奖和年度范莫思生物技术全球表彰奖。

- **Social activities 社会活动**

At Vamos Biotech, we work hard and play hard! Get to know your work family with regular Friday get-togethers, team building activities, hack days and annual functions.

在范莫思生物技术公司，我们努力工作，努力玩耍！通过定期的周五聚会、团队建设活动、黑客日和年度活动来增进同事情谊。

- **Flexible working 灵活工作**

Everyone has different priorities and needs. That is why we have flexible working arrangements to allow you to find a work schedule that suits you and encourages a healthy work-life balance.

每个人都有不同的优先事项和需求。这就是为什么我们有灵活的工作安排，让每个人能找到适合自己的工作时间表。在范莫思，我们鼓励健康工作和平衡生活。

- **Global opportunity 全球机遇**

With global presence and operations, there are no shortage of opportunities to grow, change and take on new challenges in new environments.

随着全球业务的开展，员工将有充分机会在新环境中成长、改变和应对全新挑战。