



NeoDx Biotech Labs Pvt Ltd

Job Title: Product and sales specialist

Division: Molecular Diagnostics

Base Location: Bangalore, Delhi, Mumbai

Job Summary:

We are hiring an experienced Product and Sales Specialist for one of the DSS Group companies, a leading manufacturer of molecular diagnostics kits focused on innovation and precision in healthcare. This role is key in supporting healthcare professionals with accurate disease detection and management.

We seek highly motivated Techno-Commercial Product and Sales Specialists to drive market penetration and provide application support for RT-PCR diagnostic solutions. The ideal candidate will have strong technical expertise in molecular diagnostics (especially RT-PCR), key account management skills, distributor/channel partner development experience, and a proven track record in revenue generation within the healthcare/diagnostics industry. A customer-centric approach is essential for success in this role, which combines business development and technical support.

Key Responsibilities:

- Identify and onboard key accounts for RT-PCR diagnostic kits.
- Develop and execute strategies to achieve revenue targets and business growth, account creation by product management and technical support.
- Work closely with hospitals, diagnostic labs, oncologists, microbiologists, and research institutions to drive product adoption.
- Conduct competitor analysis and market intelligence to position NeoDx products effectively.
- Build and nurture relationships with KOLs (Key Opinion Leaders) to enhance brand credibility and market influence.
- Demonstrate a strong technical understanding of Real-Time PCR technology, including assay principles, troubleshooting, and workflow optimization.
- Conduct product demonstrations, technical presentations, and training sessions for customers and channel partners.
- Support customers with troubleshooting, workflow optimization, and assay validation in clinical and research settings.
- Collaborate with R&D, Quality, & Regulatory teams to provide field insights for product improvements.

NeoDx Biotech Labs Pvt Ltd.

SR4, 4th floor, Pragathi Plaza, Opp. Biocon,
Hebbagodi, Bengaluru, Karnataka India - 560100.

**Job Requirement:**

- **Experience:** 0-3 years in Molecular Diagnostics Application specialist & Business Development, preferably in RT-PCR technologies.
- **Educational Qualification:** Master's Degree / Engineering / Ph.D. in Biotechnology, Molecular Biology, Life Sciences, or a related field.

Job Specification:

- Strong understanding of RT-PCR principles, applications, troubleshooting, and assay optimization.
- Excellent presentation, negotiation, and relationship management skills.
- Frequent travel to engage with customers and partners.

Why Join Us

- Opportunity to work with cutting-edge RT-PCR diagnostics in a rapidly growing company.
- A dynamic, innovation-driven work environment with opportunities for career growth.
- High-impact role where you directly contribute to healthcare transformation

Contact: career@neodx.in