

JOB ANNOUNCEMENT

Position: Sales Manager / Diagnostic Product Manager

Location

Cameroon (Yaoundé with national travel)

Company

Kam-Biomed Sarl – A company specializing in the distribution of Medical Devices and In Vitro Diagnostic Medical Devices.

Main Mission

Develop sales of the Diagnostic product range to public and private laboratories, research centers, and specialized medical biology facilities.

Responsibilities

- Promote and sell diagnostic solutions to laboratories
- Conduct product demonstrations and presentations
- Provide level 1 technical support to users
- Ensure customer satisfaction and post-sales follow-up
- Develop relationships with decision-makers (biologists, laboratory managers, order managers, medical directors)
- Manage sales forecasts and monitor the product portfolio
- Manage interactions with international suppliers (training, marketing strategy, technical support)
- Participate in the development of the sales and marketing strategy

Desired Profile

- Bachelor's degree (or equivalent) in biology or biochemistry, with sales experience in the healthcare products sector
- Minimum 3 years of experience in the medical device and in vitro diagnostic medical device sectors

- Good knowledge of the network of laboratories (public and private) and medical biology research centers
- Ability to understand and explain technical products
- Professional English (for communication with international suppliers)



Key Skills

- Technical Sales, Healthcare Solutions Approach
- Customer Support and Training
- Product Portfolio Management
- Market Analysis



Key Performance Indicators (KPIs)

- Revenue per Product Range (RDT/POC, Molecular Diagnostics, Anatomic Pathology)
- Customer Satisfaction Rate
- Number of New Accounts Opened
- Sales Forecast Accuracy

Applications from women are strongly encouraged.

Applications should be sent to the following email address: info.kam.biomedsarl@gmail.com

- **Curriculum Vitae (1 page)**
- **Copy of supporting diploma (1)**

Publication Date: April 2, 2026

Application Deadline: April 31, 2026

(e) The General Manager