

Enter the next level of Point-of-Care Diagnostics



goodscare GmbH, headquartered in Hamburg's Hafencity, is a pioneer in innovative health and preventive self-care solutions in the fields of hygiene, healthcare, and diagnostics for medical professionals (B2B) as well as health-conscious consumers worldwide. The flagship product of our newly launched business unit, gc diagnostics, is the Igloo, a next-generation smart point-of-care testing (POCT) device that functions as a multireader to digitally analyze key health metrics—such as blood sugar, blood lipids, and inflammatory markers—in just a few minutes using various rapid tests: fast, flexible, and precise. More information at: www.gc-diagnostics.com

To support our continued dynamic international growth, we are seeking the following position:

INTERNATIONAL SALES MANAGER (M/F/D)

Your Responsibilities & Tasks

- Develop and execute sales activities across selected European markets
- Identify, approach, and acquire new B2B customers and business partners
- Build and maintain long-term relationships with clients, distributors, and strategic partners
- Analyze market potential, customer needs, and competitive developments
- Manage the full sales cycle from initial contact to negotiation and closing
- Prepare offers, presentations, and sales materials for international customers
- Represent goodscare GmbH in a professional manner at meetings, trade fairs, and industry events
- Work closely with internal teams to ensure smooth customer onboarding and project execution
- Report regularly on sales pipeline, market feedback, and business development progress

Your Profile

- Several years of experience in international sales, business development, or key account management
- Strong knowledge of European B2B markets, ideally in healthcare, pharmacy, medical products, consumer health, or related sectors
- Proven track record in acquiring new customers and developing international markets
- Excellent communication, negotiation, and presentation skills
- Fluent English skills; additional European languages are a strong advantage
- Structured, proactive, and result-oriented working style
- Willingness to travel within Europe
- Confident use of CRM systems, MS Office, and digital communication tools
- Entrepreneurial mindset and the ability to work independently

What We Offer

- A responsible international sales role with focus on European market expansion
- The opportunity to actively shape growth in new and existing markets
- Short decision-making processes and direct collaboration with management
- A dynamic, professional, and supportive working environment
- Flexible working arrangements by agreement
- Long-term development opportunities in a growing company

Are you looking for a new challenge? Would you like to play an active role in shaping our healthcare provision? If so, we look forward to receiving your application at career@goodscare.com