

Experienced Sales person to TATAA Biocenter

TATAA Biocenter is Europe's leading provider of nucleic acid analyses services with real-time quantitative PCR and Next Generation Sequencing. We offer training in molecular analyses worldwide, accredited analyses services to industry and technical support to academic and government laboratories primarily in Europe. We have one of the most comprehensive offerings of products for nucleic acid analyses in Scandinavia and the Czech and Slovak Republics. Our clients include academic researchers and pharmaceutical, diagnostic and medtech companies. We are expanding our sales team. We think TATAA Biocenter is one of the most stimulating places to work. Would you like to become a member of our team and grow with us?

We are looking for an experienced and ambitious sales person

Responsibility

- Sale of our products and services

Work tasks

- Visit customers at their workplace, presenting TATAA's offerings
- Work with CRM and gather leads from TATAA's diverse activities
- Exhibit at conferences and meetings, primarily national but occasionally also in other countries.
- Develop long lasting relations with our customers
- Plan campaigns with sales team and suppliers.
- Respond to tenders
- Contribute to budget together with management and CEO

Competence and experience

- You know how to plan and conduct sales
- You have experience working to meet sales goals
- You can plan and prepare budget
- You are very interested in and knowledgeable in molecular methods
- You have university degree in a relevant area

Who are you?

- You have social skills being good in asking questions and actively listening to clients understanding the solutions that best suit their needs
- You are good creating relations, both to customers and internally
- You have previous experience from sales (minimum 1 year) preferably including NGS products or services.
- You are skilled communicator both spoken and written local language and English.
- You are ambitious, result oriented and like to take responsibility for your work
- You are a team player and can see how your responsibility fits into the company's overall business activities.

- You are prepared to travel, mostly over the day, but with occasional overnight stops mostly within the country.

Employment offer

Position: Full time

Placement: Lund/Malmö area, Copenhagen, Oslo or Prague

Start date: After agreement

Application

Last application date: 2019-02-28

Application shall be sent by email and include motivation letter, cv, and contact information to references

Contact person

Mikael Kubista, CEO

Company headquarter address

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