

Job Description

Inside Sales Executive

Salary: Competitive, based on experience
Role: Permanent, Full time
Location: Remote or Manchester, England

The Company

TRUPCR Europe, a subsidiary of 3B Black Biotech offers a unique range of TRUPCR® molecular diagnostic kits for the oncology and infectious disease markets.

With more than a decade of experience in designing, developing, and manufacturing over a 100 qPCR kits, this is an exciting opportunity for a Inside Sales Executive to join an international Sales group in promoting one of the most unique and widest portfolios of qPCR assays on the market.

Your Role:

As an Inside Sales Executive you will be responsible for gaining new accounts and seek opportunities in your account territory by contacting potential clients using digital as well as phone communication. The key objectives of the role will be to develop new customer contacts and work with the senior sales team to close accounts.

Who you are

Essential

- B.Sc. in a life science discipline
- Experience of sales within the diagnostic market
- Ability to present and clearly communicate the benefits of a product
- Ability to manage, nurture and grow accounts
- Ability to work independently, communicate proactively, manage multiple projects, and prioritise daily tasks while managing critical deadlines
- Ability to maintain a high level of product knowledge necessary to accomplish sales
- Good attention to detail and strong recordkeeping skills
- Experience of using a CRM system

Desirable

- Experience of working within an ISO13485 quality system
- Understanding of NGS
- Familiar with the territory

What we offer:

You will join a fast-paced work environment that encourages teamwork, quality, and offers opportunities for personal as well as professional growth. This is a full-time role with competitive benefits. The company is collaborative, innovative and dynamic and now is a great time to join us and build your career. Our people are shaping the next generation of molecular diagnostics.

We are an equal opportunity employer and value diversity at our company. We do not discriminate based on race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status, and as such, treat all applications equally and recruit purely based on skills and experience.