

VITROMED IKE, Greece

Job offer **Sales representative in Bulgaria**

Type Workplace (mandatory social insurance contributions)

Employer **VITROMED IKE, Greece**

Workplace: Bulgaria

Company description

VITROMED is an ISO 13485 certified medical manufacturer of high-quality products in the ART segment (Assisted Reproduction Technology). In cooperation with IVF experts and scientific researchers, combined with German precision, we have developed quality products, ensuring very good results in the whole IVF process.

Henceforth, we are looking for a sales representative in Bulgaria (working contract from VITROMED IKE), Greece to support our international sales team.

Job Profile

- Supporting a defined clientele as well as the acquisition of new customers in the sales area (Bulgaria) of the highest professional level
- Organize sales tours, regular calls to IVF laboratories
- Observing the market and competitive situation in the area of responsibility
- Development of sales optimization strategies
- Execution of defined sales actions, in compliance with specifications (for example periods)
- Quotation, order acceptance and processing
- Planning, control and monitoring of the sales activities
- Accompanying fairs, congresses and participation in regional and national events
- Create reports and provide all relevant customer information using the centralized sales control system
- Analysis and evaluation of customer needs
- Work in an international Sales team

Required Qualifications

- 2+ years sales experience
- Biological background knowledge is a great advantage
- Secure handling of office applications and CRM systems
- Good English skills necessary
- Organizational ability, service orientation, reliability
- Acquisition strength, goal orientation and high communication skills
- Convincing appearance
- Independent and customer-oriented way of working

Start date: immediately

Work time: full-time position

Interested? Please send your CV via email (PDF) to the contact below:

subject: Sales representative in Bulgaria.

contact

Irena Sherameti

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