



Kelly Scientific Resources (www.kellyscientific.com), the global leader in the recruitment of scientific professionals, is currently seeking for our client, a multinational company leader in scientific equipment, a:

SALES SPECIALIST PROTEIN SCIENCES

Territory: North & East Spain

Ref: SSPS

ROLES AND RESPONSIBILITIES INCLUDE:

Driving the sales and profit of a Proteomics product range (protein purification & analysis, liquid chromatography, imaging and DIGE technology).

Focus on increasing revenue by generating and developing sales from customers by providing specialist knowledge & technical support of the product range.

Key Responsibilities and Functions:

- Meet/exceed sales revenue/budget targets by driving the sales of the Protein Sciences products.
- Develop strategy for the product range to protect the Life Sciences business. Know key decision-makers, sources of funding, credit-worthiness, competitor 'SWOT', and market trends.
- Responsible for product support: demos, training, seminars and workshops.
- Drive and initiate development of new business opportunities with the Account Managers.
- Forecast accurately sales and growth opportunities within designated territory and prepare/participate in business reviews/forecasts for Regional Sales Management.

REQUIREMENTS:

- Education - University Level Degree in Life Sciences related discipline, PhD level preferred.
- Advanced background/training in and understanding of Proteomics products.
- Experience in the field as a Sales Specialist will be highly appreciated, but candidates with strong commercial orientation may be considered.
- Self-starter with excellent interpersonal skills, team work and good communication skills.
- Strong presentation, analytical and customer service skills.

If you would like additional information about this role or are interested in applying, please contact us at the phone number +34 93 452 71 82 or you can send your CV in confidence to ksr_barcelona@kellyservices.es. We thank all applicants in advance, but regret that only those who meet the requirements of the position will be contacted.