

Sales Representative Germany – 100% (Part time possible)

Are you ready to get out of the corporate comfort zone and enter the world of an exciting startup? Do you have a passion for innovative solutions and revolutionary products? Do you want to take the challenge of a company that will change the field of cryopreservation in a few years? Then this job is for you! For our new revolutionary cryotubes, we are looking for a sales representative that will cover the German market for direct sales in parallel with our distributor in the country.

Core Responsibilities:

- Establish new accounts by organizing and planning daily work schedule to build on potential sales outlets (hospitals, clinics, biobanks, academic institutions and others throughout assigned territory)
- Deliver presentations and perform product demonstrations to doctors, technicians and nurses in laboratories where samples are kept and frozen.
- Monitor market and provide competitive information such as bid situations, pricing data, or bundling arrangements, gather relevant competitor information in order to allow the company develop strategies and establish negotiated pricing contracts for assigned products.
- Prepare the company's presence in exhibitions proactively and attend them actively
- Collaborate with the sales reps of our distributor in Germany, sharing information from the market with them and thus supporting each other in sales

Qualifications & Experience:

- Customer service oriented, with the ability to meet sales goals
- Strong ability to prospect, negotiate, and close sales
- Education in the field of Biology or Chemistry
- Practical and theoretical experience in the field of cryo-storage and/or medical consumables
- Strong communicator and collaborator in a multidisciplinary team
- Fluency in German and English, written and spoken

You regard yourself as a well-organized team player with strong interest in the field of cryogenic tubes. You are a service-oriented person who copes well with meeting sales goals and would like to work in a promising start-up company.

Have we sparked your interest in this challenging and exciting position? We look forward to receiving your application and CV at our company email, info@1cryobio.com .