



Example job advert - Sales

Inside Sales Representative (Sequencing & Real-time PCR)

As the world's leader in serving science, [company name] is a driving force in the research, healthcare, industrial and applied markets, generating more than USD 35 billion in annual revenue. No other company can match our range of customer touch points – technologically, geographically or commercially. We help our customers in finding cures for cancer, protecting the environment, making sure our food is safe and moving forward with thousands of important projects that improve millions of lives.

Do you want to be part of our journey into the future?

Are you passionate about making a difference within the Life Science segment?

If so, you might be the person we are looking for!

This role is a great role for a newly graduated BSc/MSc/PhD within Life Sciences with some sales experience, who is ready to kick start their career.

We offer a unique opportunity to work with some of the most exciting products within biotechnology. Our organization is developing, and we guarantee an interesting and challenging position, in an international environment. This position is designed to promote the development of the successful candidate, with training provided to give insight into our broad product portfolio and enhance your selling skills.

The primary functional objective of the position is direct contact with customers, to initiate and develop relationships, which will ultimately generate sales. As an Inside Sales Representative, you will be using the telephone and digital aids as your primary tools.

The portfolio comprises the main product lines; Capillary/CE sequencing and Real-time PCR / qPCR providing an unrivalled and unique portfolio in the genomics space.

You will compete for all existing, and develops new, sales opportunities within the territory to meet or exceed plan. You will work with a large variety of customers in



research and clinical environments working in fields like Healthcare, Biotech, Pharma, academia and other genomics orientated segments.

You will act as a trusted commercial point of contact, working closely with our field-based sales team, the various specialists and support staff, to serve our customers, thereby increasing customer satisfaction and loyalty resulting in a contribution to the overall commercial success of the business.

KEY RESPONSIBILITIES:

Identify sales opportunities with new and existing customers and successfully manage the sales of Company products and services to achieve or exceed the assigned territory sales plan

Coordinate sales processes for assigned accounts for an assigned geography in accordance with approved sales and marketing plans

Participate in sales, product and systems training, marketing campaigns, special projects as presented by the Company to develop appropriate selling skills consistent with Company philosophy, policies, and procedures

Maintain and increase current customer database through Company customer relation's management software (Salesforce CRM)

Regularly provide written and verbal communication of successes, failures, best practices, to improve the overall operating efficiency of the team, region and sales organization

Communicate with research scientists at all accounts for product information and sales presentations

Coordinate quotations within Company Guidelines by extending competitive pricing as needed to maintain and increase revenues with guidance from Management and/or Marketing

Support marketing programs and programs in other territories as assigned by the Sales Manager

Manage and close sales leads generated by colleagues in Marketing and Technical Support



EXPERIENCE/QUALIFICATIONS/QUALITIES:

- **Minimum BSc within Life Sciences** required
- Some experience from a sales function in relevant industry would be beneficial
- **Excellent written and verbal communication skills, fluent in one Scandinavian language and English**
- Strong capabilities to interact effectively with all customer types
- Ability to function **effectively in a high performance** team
- Ability to manage time **effectively to prioritize and complete tasks required**
- Demonstrate a positive attitude and desire to succeed
- Exhibits a high degree of flexibility in adapting to a rapidly changing business environment
- Computer skills in **MS Word, Excel, Outlook, PowerPoint, or similar programs require**
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At [company name], each one of our 100,000 extraordinary minds have a unique story to tell. Join us and contribute to our singular mission - enabling our customers to make the world healthier, cleaner and safer.

[Company name] is an EEO/Affirmative Action Employer and does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability or any other legally protected status.



Example skeleton CV tailored to Sales example job advert

BRIAN SMITH

London Street | 004678900000 | Brian
Smith@gmail.com

LinkedIn Profile: <http://se.linkedin.com/in/Brian>

PROFILE

I am a PhD in molecular biology with solid experience in Real-time PCR and qPCR. I am actively looking for a position to combine my interest in Life Science and sales & marketing.

I like to work in an environment supporting lifelong learning and with colleagues promoting high-performing activities.

My most valuable asset is that I see solutions in challenges, want to solve problems, and have excellent planning and organizational skills. In addition, I have been responsible for career-related networking events at the university.

AREAS OF EXPERTISE



Project Management	qPCR	Career event coordinator
Life Science	Real-time PCR	Traveling grants
Molecular Biology	Sequencing	Teaching
	Networking	

EXPERIENCE & ACHIEVEMENTS

2016-2022 Researcher (PhD Students), Liverpool University

Department of Molecular Medicine:

- Design and execution of scientific projects
- Using qPCR and sequencing as a tool in several scientific projects
- Writing scientific reports and submission of scientific articles
- Communicating scientific results at international conferences
- Initiated collaboration with biotech companies
- Attract traveling grants for international conferences
- Teaching undergraduates at levels x and x
- Supervision of master students
- Coordination of undergraduate courses

2010-2016 Board Member PhD student Network, Liverpool University

PhD Student Network Internship HUB



- Responsible for attracting companies to the internship program
- Design of webpage
- Development of communication channels to connect the university with external stakeholders
- Responsible for budget

EDUCATION & QUALIFICATIONS

2016-2022 PhD Student, University of Liverpool

2015-2016 MSc, *Lund University, Lund, Sweden*

COURSES

Here you write any course supporting such as:

Teaching, Administrative tools, University courses relevant for the job

Also, Language, social media, software systems, web design, web surveys, teaching tools

LANGUAGES

Swedish – Native

English – Excellent both spoken and written

Danish – Understand spoken and written



German – Fluent spoken and written

KEY IT SKILLS

MICROSOFT – Excel, Word, PowerPoint, OneNote

EMAIL – Outlook, Gmail

OTHER – PhotoShop, WordPress, Drupal, Dropbox,
Google Drive, Cloud, OneDrive

INTERESTS

Only if relevant or as in figures