



Teleperformance is the worldwide leader in Customer Experience management and Contact Centre business process outsourcing. Our Company employs around 190,000 staff working in over 75 languages, across 311 contact centers in 65 countries, operating across all business sectors and all continents on behalf of major international companies.

At Teleperformance, we do business with people, for people. We want employees to be inspired, to be motivated. Our main goal is to make them proud to belong to Teleperformance through job satisfaction and a great work environment.

We are now looking for an important position based in Barcelona

BIOTECHNICAL PROSPECTION SPECIALIST (Fluent in German)

Our client is a well-known multinational leader in the field of life sciences known for its high quality research products. Their wide product range offers solutions for different type of laboratories and their products are used worldwide. In this exciting role you would be in close contact with customers consisting of laboratories with the aim of increasing business activities in the selected market. Due to the technical products, this is a great opportunity to combine scientific knowledge or background in a sales environment.

Main responsibilities:

- Generate and establish new business activities in your market area by effective prospection activities
- Assure client satisfaction by offering excellent customer care and expertise
- Detect possibilities of cross-selling and up-selling

We hope from the candidates:

- Native level speaker of German with fluency in English
- Scientific studies, mainly Biology, Biochemistry, Biotechnology, Biomedicine or similar
- Experience with laboratory research methods and instruments
- Previous sales experience is considered an advantage
- Team player with a great attitude and excellent set of social and communication skills
- Microsoft Office user

What we offer:

- Be part of a worldwide number 1 company in Businesses Processes Outsourcing
- A stable position with comfortable working hours, Monday to Friday 9-17
- Working environment that is modern and bright with a dynamic and multicultural atmosphere
- Considerable investment in employees and their career development (including intensive Foundation Training Course, product, sales and personal skills development training)
- Friendly colleagues and staff. We invite you to know more about our team on Facebook
Teleperformance: <http://on.fb.me/137PpmY>

This is a great opportunity to live in a cosmopolitan city where you can find a multicultural environment, nice atmosphere, a lot of activities to do with active lifestyle... and much more.

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