



Teleperformance is the worldwide leader in Customer Experience management and Contact Centre business process outsourcing. Our Company employs around 182,000 staff working in over 75 languages, across 270 contact centers in 62 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 INSIDE SALES SPECIALIST (FLUENT IN DUTCH)

Our client the worldwide leader in chemical analysis offers you an exciting role in which you are able to work for an important client, in a challenging market, in continuous expansion and development. You have the opportunity of working with technical laboratory research products in Dutch B2B markets in a way that allows you to put your scientific knowledge to practice in a sales environment. You have the support of working with high quality products of a well-known international brand, which helps you to succeed in your work.

Main functions:

- Focusing on identifying, qualifying and establishing new business
- Retaining and growing the existing installed base of customers by providing exceptional customer service
- Managing your sales funnel and pro-actively seek out business opportunities
- Ensuring customer satisfaction (up-selling and cross-selling)
- Respond to customer technical/pricing inquiries in a timely manner

Requirements:

- Scientific studies mainly from Biology, Chemistry, Biotechnology, Biomedicine or similar
- Dutch native speaker and fluent in English
- Previous work experience in sales will be an asset
- Microsoft Office user

Candidates must be goal-oriented, customer-focused and good team players. Good organizational and strong communication skills are required.

We offer:

- Full working hours, Mon –Fri 9-17
- An international, modern and bright working environment in a great location
- Working as a part of a worldwide number 1 company in Businesses Processes Outsourcing
- Considerable investment in employees and their career development (including intensive Foundation Training Course, product, sales and personal skills development training)

We invite you to know more about our team on Facebook Teleperformance: <http://on.fb.me/137PpmY>

If you have a high level of motivation and commitment to with continuously expand personal professional knowledge and you want to develop your career and be part of professional, dynamic and committed team, Teleperformance is your place, join us!

You can check out job offers on our website: www.teleperformance.es or send us your resume to careerspain@teleperformance.es