

JOB OFFER

NorayBio is an innovative Company focused on the development and marketing of software for biosciences, which is situated in the Basque Country, Spain.

Currently we are recruiting

AN INTERNATIONAL SALES REPRESENTATIVE

who wants to enhance his/her career in life sciences software for foreign markets.

Reporting to the Business Development Manager, he/she will be responsible for:

- ✓ Enlarging the number of international clients and obtain new incomes for NorayBio, according to the Strategic Plan.
- ✓ Attracting new clients from public and private sector (Hospitals, Universities, Research Groups, Pharmaceutical Companies, etc.), in order to meet sales targets in different countries, reporting on a quarterly basis.
- ✓ Conducting sales calls to potential customers and specialized meetings with Product Managers, negotiate terms&conditions and make profitable deals for the medium/long term.
- ✓ Participating in worldwide scientific congresses, trade shows and exhibitions.
- ✓ Preparing commercial offers and public tenders.

It is required:

- University studies.
- Strong communication skills in English, compulsorily (*other language will be appreciated*).
- Minimum of three years of experience in commercial activities, preferably in the biosciences industry (*i.e. laboratory supplies*).
- Excellent presentation and negotiation abilities.
- Passionate about customer engagement, self-motivated, results-oriented, proactive, enthusiastic, organized and independent.
- Willing to travel to other countries.
- Workplace in Bizkaia.

We offer:

- Promising career opportunities.
- To take part in an leading and expanding company.
- To join a dynamic and highly qualified team with a great work environment.

Interested people may send their resume to norajobs@noraybio.com (Reference "ISR")

(English language knowledge shall be tested. We will only consider those applicants who meet the listed requirements. The selection process will last one month).

More info: Paola Salanueva (HR) - <https://es.linkedin.com/in/paolasalanueva>