



**Function name:** Sales Representative

**Objective of the position:**

Achieve and exceed the GC biotech Annual Operational Plan through the sales of supplier products, reagents, kits, and equipment to customers.

**Position in the organization:**

The sales representative reports directly to the Sales Manager.

**Summary of duties:**

The employee is responsible for:

Achieve and exceed GC biotech's AOP:

- Increasing sales of existing customers and securing existing sales.
- Developing new sales by mapping and approaching prospects.
- Following up on leads from sources including the website, trade shows, and suppliers.
- Providing marketing with input from the field on which campaigns can be based, or for optimizing external focus (website, social media, etc.)

Relationship Management:

- Maintaining relationships with existing customers and suppliers.
- Keeping up-to-date with knowledge of customers and products.
- Seeking opportunities for partnerships or referral customers.

Administrative tasks:

- Always keeping the CRM system up to date regarding activities.
- Preparing, issuing, and following up on quotations.

Competencies:

- Excellent communication skills, both written and verbal.
- Customer focus; you love to visit customers and travel up to 50%.
- Planning and organizing; strong time management.
- Proactive
- High level of accuracy
- Strong negotiation skills.
- Reliability (through honesty, authenticity, and transparency).
- Social skills (good listening, empathy).
- Commercial insight.
- Driver license (B)

**Other requirements:**

The sales representative has knowledge of molecular biology, holds at least Bachelor's degree, and has a minimum of 3 years of experience in life science/biotechnology. A good command of English is required; Dutch and French would be a plus.