

JOB DESCRIPTION

NorayBio is a leading Company focused on the development and marketing of software for biosciences, which is situated in Spain, Italy, France and the UK.

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 International Sales Manager, he/she will be responsible for the following duties:

- ✓To enlarge the number of international customers and obtain new incomes for NorayBio, according to the Company's Business Plan.
- ✓To attract new clients from public and private sectors (Hospitals, Universities, Research Groups, Pharmaceutical Companies, etc.), in order to meet sales targets in different countries, reporting on a quarterly basis.
- ✓To conduct sales calls to potential customers and specialized meetings with product managers, negotiate terms&conditions and close profitable deals for the medium / long term.
- ✓To participate in worldwide scientific congresses, trade shows and exhibitions.
- ✓To prepare technical documentation, commercial offers and public tenders.

It is required:

- Strong communication in English and ideally, in French, German, Italian or Portuguese.
- Minimum of two years of experience in commercial activities in the international arena.
- Excellent presentation and negotiation skills.
- Passionate in customer engagement, self-motivated, results oriented, proactive, enthusiastic, organized and independent.
- Willing to travel (>60%) to other countries.
- Working location in Bizkaia.

It will be an asset:

Preferably, BSc in Biosciences, BA in Business Administration or MEng in Computer Science.

We offer:

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

*Interested people may send their resume to norayjobs@noraybio.com (Reference "CV- ISR")
(We will only consider those applicants who meet the listed requirements).*