

Job offer:

Sales Representative

Merck Life Science Romania

Merck is a leading science and technology company in healthcare, life science and performance materials. Around 40,000 employees in 66 countries work to further develop technologies that improve and enhance life - from biopharmaceutical therapies to treat cancer or multiple sclerosis, cutting-edge systems for scientific research and production, to liquid crystals for smartphones and LCD televisions.

Your role:

Your primary responsibilities are:

- Promote and sell a portfolio of technical and/or nontechnical products and/or services and solutions directly to current and new end customers.
- Close direct sales of products and/or services in order to meet individual/team quotas and the organization's business objectives.
- Create, monitor and revise lead generation plans to ensure a substantive sales opportunity pipeline.
- Solve a range of straightforward problems through knowledge and technical experience in own discipline with a moderate level of guidance.
- Analyze factual information and possible solutions and make independent judgments, decisions and recommendations.
- Understand how the team integrates with other teams in order to achieve overall objectives of the area and builds knowledge of the organization, processes, customers and key business drivers.

Who you are:

Owner of University degree of chemistry, biology or equivalent.

Min 2-4 years (more would be welcomed) in similar positions. Good knowledge in written and spoken English.

You have strong team player and excellent networking skills; solution and results orientated; willing to cope with resistance and problems; demonstrated ability to work under pressure and achieving strict timeline targets and excellent verbal and written communication skills.

What we offer:

Your possibilities to develop in our growing company are just as manifold as our product portfolio. We offer a modern and international working environment to unleash your innovative potential in diverse teams, and take responsibility for our employees, products, the environment and society.

Curious? Apply and find more information at come2merck.com or goo.gl/29cS2m.

