

## Inside Sales Representative (m/f/x)

SCIENION GmbH, with its corporate headquarters in Berlin, and domestic presence in Phoenix, AZ, and Chichester in UK, offers complete solutions for precise liquid dispensing applications. Its proprietary ultra-volume dispense technology enables, multiplex assays and high throughput production of multiparameter assays in diagnostics, life and material sciences. As a proud member of the CELLINK group, we share the vision to create the future of medicine. Along with Cellenion and Ginolis, SCIENION is part of the Industrial Solutions Business Area within the CELLINK Group. We are experiencing rapid growth and currently have a need for an Inside Sales Representative to represent our technology focusing on the EU market. The position will focus on sales using our proprietary, innovative microscale liquid dispensing technology.

This position will be European based and will report to the VP Sales and Marketing of SCIENION GmbH.

### Responsibilities

- Proactively research and identify opportunities for sales in existing and new markets
- Contact prospective customers through cold calling, emailing, and other methods of communication such as LinkedIn
- Develop and maintain sales skills and product knowledge to qualify leads and convert customer needs to sales
- Work closely with EU Sales Managers to build an effective pipeline and achieve sales targets
- Create sales quotations and manage tender submissions
- Coordinate demonstrations, installations, and customer training in our Berlin facility
- Respond to issues that arise in accounts, either by personal action or by securing assistance from the necessary departments
- Provide support in keeping the CRM updated
- Handle sales administration tasks related to the online shop
- Other ad hoc sales administrative duties as required

### Candidate Profile

- Bachelor's degree in Business or Science
- 1-2 years of experience in sales; experience in life sciences or biotechnology would be beneficial
- Excellent command of spoken and written English and German is essential (native or fluent proficiency); other European languages are a plus
- Must be a self-starter, work well without supervision, and accept personal responsibility with strong organization and time management skills
- Strong presentation and interpersonal skills demonstrated before customers, peers, and upper management
- Ability to communicate clearly
- Proficiency in Microsoft Office and experience with CRM/Salesforce

### Additional Information

- Collaboration in interdisciplinary teams
- Challenging and versatile tasks in an innovative technological environment
- A secure job and good pay
- Helping to shape the medicine of the future; we are developing, among other things, technologies to fight pandemics
- A well-connected place of work at the innovation hub in Adlershof

Candidates with a high level of commitment and initiative are encouraged to apply in English (with PDF attachments) at [hr@scienion.com](mailto:hr@scienion.com)