

MY WORK IS A STORY OF EONS.

What story will you tell?



Job Title: **Inside Sales Representative (m/f/d)**

Requisition ID: **88659BR**

Region: **Darmstadt, Office based**

Contract: **temporary until 14th May 2020**

When you're part of Thermo Fisher Scientific, you'll do challenging work, and be part of a team that values performance, quality and innovation. As part of a successful, growing global organization you will be encouraged to perform at your best. With revenues of \$20 billion and the largest investment in R&D in the industry, we give our people the resources and opportunities to make significant contributions to the world.

How will you make an impact?

With 70,000 extraordinary minds on our global team, each one of us at Thermo Fisher has an important story to tell. Whether we're helping customers to fight disease, making sure our air is clean, or solving cold cases, our stories involve thousands of important projects that improve millions of lives. Our dedicated sales professionals are laser focused on delivering our customer value proposition—accelerating innovation and enhancing productivity. With talented managers and inspiring coworkers to support you, you'll find the resources and opportunities to make significant contributions to the world.

What will you do?

Working with customers, you will provide unique solutions that enable breakthrough discoveries, solve complex scientific challenges or meet routine testing needs. You'll have responsibility to drive revenue growth and overall customer satisfaction through sales of consumables and instruments within our life science product portfolio in your assigned territory. Your responsibilities include but are not limited to:

- Selling consumables and instruments in a specific Inside Sales territory . Mainly through phone and emails.
- Report activities in the CRM system and summarise outcome to your direct line manager.
- Provide a weekly sales forecast based on historic data and market knowledge

How will you get here?

- You either hold a M.Sc. or preferably a higher degree in Life Sciences or you have successfully accomplished a vocational training as a laboratory technician or technical assistant.
- Excellent written and verbal communication skills addressing diverse customer audiences and influencers in German and English.
- Develop analytical and business planning skills.
- Ability to function effectively in a high performance team.
- Job encounters a high degree of complexity.

Interested? Apply online today on <https://jobs.thermofisher.com>.

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