

MY WORK IS A STORY OF EONS.

What story will you tell?



Job Title: Swedish, Danish or French speaking Biologist as Inside Sales Rep (m/f/d)

Requisition ID: 90075BR

Region: Darmstadt, Office based

Contract: permanent

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:

- You will work closely together with our Genetic Analysis Systems sales team and monitor the demand in our sequencing install base and scan for competitive activity.
- The products you cover are both Capillary Electrophoresis consumables and instruments, supporting the implementations of new applications and workflows in customer labs from the sales end with quoting and product specific information.
- You will forecast and create your own business plan to achieve the agreed sales target.

How will you get here?

- Academic degree (BSc) or equivalent experience in Life Science.
- Sound knowledge of the sequencing technologies and methods.
- Fluent in Swedish or Danish and English
- Ideally first relevant experiences in sales and account management.

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

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