

Inside Sales Representative (M/F) Permanent contract – Lyon 69

Edelris is a privately-owned technology company based in Lyon that helps power leading-edge life science research to major pharmaceuticals companies and biotech. Our customers rely on our proprietary novel libraries (Keymical Collections™), our unique technology expertise and innovative services to assist their researchers across the globe in the discovery, of new drug therapies.

We create novel, high value, products and services of consistent quality standing by our customers to provide outstanding products, technical support and always innovating for a universal healthier life.

Our business development team drives our company to find new customers, retain current customers, and develop innovative solutions for bettering our product and service.

As an inside sales representative, you will play a crucial role in establishing relationships and support the growth of our company with a constructive, honest, and professional approach.

This is an opportunity to work with highly motivated colleagues in a science-oriented, creative and dynamic environment. We offer a competitive salary, excellent benefits and significant career development opportunities.

Missions:

You will contribute to the sales process providing support and quotes about products and solutions to Customers and Business partners. You will become the guardian of Customer Experience and customer intimacy managing speedy and knowledgeable responses that solve their problems & offer pro-actively alternative solutions.

- Qualify bids and scopes of work with sponsors to ensure appropriate service is provided
- Follow up with clients to ensure that proposals are complete and answer their needs
- Creatively identify ways to secure open proposals by working with scientific staff, finance, management and others
- Research accounts, identify key players and generate interest
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails

- Actively participate in revenue and sales management to meet budget
- Follow up on outstanding change orders to ensure they are received in a timely manner
- Assist management with client visits; customer's presentations and create rapport
- Understand customer needs and requirements
- Create personal marketing plan
- Maintain and expand database of prospects

Requirements

- Education: Bachelor's degree or equivalent in science, business or marketing related discipline.
- Experience: 3-5 years' customer service, inside sales experience or related experience.
- Experience in a contract research organization and/or pharmaceutical setting preferred.
- An equivalent combination of education and experience may be accepted as a satisfactory substitute for the specific education and experience listed above.

Other

Capable of working with a minimum of supervision, able to handle multiple tasks, and effectively prioritize. Strong communication and interpersonal skills, strong listening skills. **English a must.** Organizational skills and attention to detail required. Proficient in Office pack, database software & CRM.

Ability to work effectively while always keeping customer satisfaction as a must.

Application

Please send your detailed CV and cover letter to: contact@edelris.com