

Vacancy Micronit Microfluidics – Inside Sales Specialist

Company profile

Micronit Microfluidics BV, founded in 1999, is a dynamic and innovative High-Tech company that designs, develops, produces and sells lab-on-a-chip products for liquid analyses to academic and industrial customers all over the world. These products are for instance being used in DNA analysis, medical tests, analytical instrumentation but also in space technology. Micronit focuses on the total development process of the microfluidic devices, from design to high-volume manufacturing and is considered as a worldwide leader. Its culture is open, respectful and informal with stimulation of own initiative and effective team work.

More information can be found on www.micronit.com.

Position

Job Title : Inside Sales Specialist

Department : Sales & Marketing

Reports to : VP Sales & Marketing

Direct Reports : N.A.

Aim of the position:

The Inside Sales Specialist will be a member of the sales team and will be jointly responsible for global sales activities and sales results for all products and commercial services.

Place in the organization:

The Inside Sales Specialist reports to the VP Sales & Marketing of the company. She/he works within the sales & marketing department and works closely with other departments such as R&D and Production.

Key responsibilities:

- Responsible for global sales for accounts of responsibility as well as for total sales as a shared responsibility within the sales team
- Achieve or exceed sales revenue targets, while maintaining profitability and ensuring 100% customer satisfaction
- Focus on small-to medium leads, qualify leads and convert to opportunities, and ultimately convert into sales
- Maintain contact with existing customers to check satisfaction and follow up, promote new products, close deals, and grow sales, as well as develop new prospects
- May recommend product or service enhancements to improve customer satisfaction and sales potential
- Accurate sales forecasting and monthly reporting with timely sales activity reports and updates
- May represent the company during some seminars & tradeshow

- Attend all required sales meetings, conference calls and training sessions, consequently implementing new skills gained and key activities
- Work closely with the Micronit team to develop strong and trusted customer relationships and provide a high level of customer satisfaction
- Compliance with all company policies and procedures
- Other related duties as assigned

Knowledge, skills and experience:

Education: Minimum Master's degree with preference for a technical or (bio)chemical degree

Work Experience:

- Minimum of 2 year experience in (tele-)sales in microfabrication High-Tech markets with international exposure with good track record
- Experience or at least affinity with microfluidics such as for example lab-on-a-chip
- Experience in working independently in a fast-paced environment with rapidly changing priorities

Skills:

- Highly organized with proven time management and prioritization skills
- Ability to work independently and with minimal supervision
- Ability to handle the pressure of meeting tight deadlines
- Fluent in English language including writing. Any other language skills are a plus.

Location and working conditions:

- Work mainly from Micronit office in Enschede
- (International) travel limited to maximum 10% of the time and is not expected to be frequent
- Work situations include dealing with people; working alone; making judgements and decisions

Our offer

Apart from an exciting job and working on challenging and innovative technology, Micronit offers opportunities for personal growth and development. Employment conditions and benefits are considered at or above average.

Information

For additional information please contact Edwin Roovers by phone: +3153-8506850 or check our website www.micronit.com.

Application

Please send by 15 December a short motivation letter and CV to jobs@micronit.com Only direct applications will be reviewed. Applications through job agencies will not be considered.