

Our client is a medical device company specializing in the care of diabetes patients. The product portfolio includes blood glucose meters, test strips and lancets. The company employs 2400 people worldwide and has a turnover of 1.5 billion USD. For the development of an Inside Sales organization in Portugal (Lisbon) we are looking for the next possible date six

Inside Sales Representative Lissabon (m/w/d)

- » Kennziffer: 333-01
- » Lissabon (Portugal)
- » Festanstellung
- » Vollzeit

Ihre Aufgaben

- » Commercial responsibility for developing existing remote sales accounts
- » Develop new accounts through prospection calls with potential customers
- » Prepare quarterly and monthly sales and activity plans, in alignment with field sales teams and account segmentation guidelines
- » Develop and maintain value-added relationship with all key customers to enhance the brand in the market
- » Meet KPIs for sales quotas, call preparation and commercial activities
- » Participate in fields sales team meetings and interact daily with country-based colleagues to ensure collaboration and alignment
- » Master all available tools and technologies to manage CRM, e-detailing and customer calls
- » Manage inbound customer calls with appropriate urgency to identify and resolve issues and follow up on opportunities

Ihre Qualifikation

- » Fluency in German and fluency in another foreign language, such as English, Spanish, Portuguese or French
- » Proven success in negotiation and closing sales
- » Analytical mindset and proactive attitude
- » Highly motivated and target driven
- » Excellent communication skills
- » Action orientated with a high sense of urgency and agility
- » Understands and able to articulate a value proposition to customers
- » Ability to recognise and welcome diversity
- » Flexibility and a solution oriented approach
- » A spirit of continuous improvement
- » Ability to thrive in a fast-paced, high energy driven organisation

Geboten werden

- » A permanent employment contract
- » An attractive basic salary plus performance-related bonuses
- » Various social benefits and a comprehensive health insurance
- » An employee assistance programm for your professional development

Ihr Ansprechpartner

Kristina Krogmann
Pharma / Medizintechnik
☎ +49 (0)441 - 390 133-28
📅 +49 (0)441 - 390 133-99
✉ krogmann@projekt-team.de
🖱 www.projekt-team.de

Ihre Bewerbung

Nehmen wir bevorzugt per E-Mail (max. 10 MB) entgegen. Nach Erhalt werden wir telefonisch Kontakt mit Ihnen aufnehmen. Wir sichern Ihnen absolute Diskretion zu.

Projekt-Team

Unterstützt seit 1998 bundesweit Unternehmen der Branchen Automotive, Pharma und Medizintechnik in der Suche und Auswahl von qualifiziertem Personal und Führungskräften. Ihre Anstellung erfolgt direkt bei unseren Kunden. Lassen Sie sich durch Ihre Bewerbung kostenlos und unverbindlich über gegenwärtige und zukünftige Stellenangebote informieren. Unser Service ist für Bewerber kostenfrei.