

## **Job: Sales Specialist – Inside Sales**

### Job Summary

We are looking for a capable and motivated science graduate to develop and support our business in Europe. The role will require some knowledge of PCR, and molecular diagnostics, but the key attributes will be the ability to communicate with and support our current distributors within and to identify new ones in Europe.

### Responsibilities and Duties

You will establish a good working relationship with the current and new distributors selling the AusDiagnostics platform and provide support and training. This will include troubleshooting any day to day issues, supplying new assays, organising evaluations and product validation studies, helping to coordinate reagent supplies and providing the servicing and maintenance of the equipment when required

You will also work to identify potential new distributors, and you will be responsible for arranging evaluations, quotes and contract discussions that lead to sales and new successful long-term relationships.

The territory will include **Spain, Portugal, Poland, Hungary, Bulgaria, Slovakia, Romania, Greece and Turkey**

You will be based at our Chesham office, but you will need to make regular trips (up to 50% time) to visit customers, distributors or both.

### Qualifications and Skills

You will need at least a BSc or equivalent in a biological science, and it would be preferable if you had some sales experience (scientific or non-scientific).

You will need to be confident and personable in your interactions with others, and you will need to demonstrate a well organised approach to work.

### Benefits

In addition to your salary you will be able to earn commission on sales, and you will be enrolled in the company's pension scheme.

Job Type: Full-time

***Please apply on the Company website [www.ausdiagnostics.com/careers.html](http://www.ausdiagnostics.com/careers.html)***