

Sales personnel for the Environmental Sector of our Sales Department

Location: Tsakalidis Analysis & Testing – Piraeus, GR

Reports to: Sales Manager

Job Description

Sales personnel, within assigned sector, identify and manage client accounts and business opportunities of Tsakalidis Analysis & Testing to maximize market share, profitability and competitive advantage in the environmental analytical services market. Establish and maintain productive relationships with Tsakalidis Analysis & Testing Environment clients by understanding client's needs. Identify opportunities and capture profitable work by following up on leads, negotiating, and closing. The sales personnel are responsible for the acquisition and retention of clients and are involved in the development and implementation of the sales plan and goals. This is accomplished by teamwork focused towards these goals on a companywide level.

Sales personnel responsibilities include, but are not limited to, the following:

- Respond to quotes and proposal requests of current and potential clients
- Provide feedback on market conditions, within sector of responsibility, report sector's sales and competition activity.
- Update customer's target groups to identify business opportunities.
- Identify, qualify and close potential customers to increase revenue.
- Visit current and potential customers
- Participate in exhibitions, conferences etc
- Make technical presentations and attend sales meetings

Qualifications

- BS degree in science or environmental field required
- Minimum 1-2 years previous environmental industry experience or equivalent preferred
- Minimum 1-2 years sales experience in environmental, food, technical or science sector in general preferred
- Lab experience and Familiarity with lab functions and terminology preferred
- Excellent organization skills to manage multiple projects, maintain high level of accuracy and attention to detail
- Strong interpersonal skills and demonstrated teamwork, cooperating with different departments and maintain good working relationships
- Professional approach to problem solving in an time-sensitive, result-oriented environment
- Good computer, Word and Excel skills
- Excellent written and verbal communication skills
- Proven knowledge of English
- Driving license