

Inside Sales Specialist – Environmental Health

(with English plus one from the following: Spanish/Italian/French/ German/Dutch/Russian)

Workplace: Kraków
(ref.no: IS-Env)

Purpose:

The Inside Sales Specialist is responsible for consumables and minor accessory sales within a designated sales territory, selling assigned product lines in combination with Field-based Sales in that territory. A person on this position is also responsible for executing a sales plan that is part of the region's and Company's strategic objectives as well as for account management of our current customer base, identification of new targeted accounts, and improvement of overall market share and profitability. During the execution of this role, the Inside Sales Specialist is required to contact clients via telephone, build and maintain strong client relationships, obtaining a broad understanding of current and future client requirements and to use these client interactions to drive growth in our consumables business. Further duties include the follow up of marketing campaigns in support of Business Unit objectives; generation /qualification of instrument leads and the update of the customer database.

Responsibilities:

- Build and grow new sales revenue for the consumables & accessory business as well as leveraging the entire aftermarket product and services.
- Meet or exceed quotas within assigned region while supporting management's strategic objectives.
- Utilize competitive information and marketplace data where appropriate to assist Environmental Health (EH) representatives with territory development.
- Instrument leads detection.
- Promote on-line purchasing channels and standing order agreements during client interactions.
- Leverage relationships with the EH team to gain access to existing accounts and seek out opportunities.
- Interface with other departments as required, handling customer situations, research customer issues and solving internal coordination problems.
- Assist customer care with quotations, customer complaint and other customer request.

Requirements for the position:

- Bachelor's Degree preference in Chemistry (Chromatography knowledge would be a plus)
- Minimum 2 languages (fluent English plus one from the following: Spanish/Italian/French/ German/Dutch/Russian)
- Strong Listening and Communication Skills
- Process and IT Capabilities (Very good knowledge of Ms Office for work purposes, familiarity with use of any order management software (SAP is preferred), possesses good orientation in sales and distribution modules of SAP or in another ERP system)
- Ability to work in a matrix organization
- Ability to understand customer requirements, negotiate and sell a solution
- Outstanding communication and negotiation skills
- Exceptional interpersonal skills, can work well cross-functionally and with variety of personality types

- Takes the ownership of delegated tasks,
- Is very well organized, stress resistant and versatile,
- Professional, emotionally mature and ethical,
- Self-starter, who enjoys working in a dynamic environment,

Working with us implies:

- Being close to the forefront of innovation in life sciences, diagnostics and environmental markets
- Helping to improve the health & safety of people and the environment
- Outstanding opportunities for your individual development
- Transparent criteria for career advancement and rich task diversity every day
- Innovative, collaborative, entrepreneurial, high performing and fast-paced culture
- Bright colleagues from around the globe passionate about making a difference
- Engaging, inspiring and skillful leaders who know to reward success and make you feel valued
- Energetic and very welcoming environment
- Attractive compensation and benefits (private medical care, life insurance, sport programs)
- Opportunity to engage in community contribution programs
- Modern office facility including relaxation and gaming room
- Healthy on-site food servings every day

Don't wait a minute longer!

Send us your CV to praca@perkinelmer.com

PerkinElmer is a great place to work! Join us and work to contribute to a meaningful purpose!

Join Us – For the Better!

PerkinElmer - Making a Difference Every Day

Backed by an outstanding team of 7,400 employees and located in over 150 countries across the world, PerkinElmer is a global leader focused on improving human and environmental health. We provide our customers with critical knowledge, expertise and innovative detection, imaging, software, and services solutions so that they can make better decisions for better outcomes. At PerkinElmer, we make a difference everyday – helping scientists, clinicians and governments detect earlier and more accurately to improve the health and safety of people and the environment. Our solutions range from enabling the discovery of more effective diagnostics and therapies, to making sure that the food we eat, the water we drink, and our environment are safe from contaminants. In addition to providing extensive knowledge and expertise and leading capabilities, we are committed to delivering a consistent customer experience around the globe, exemplifying quality, personable, knowledgeable and responsive service and support. PerkinElmer reported revenue of approximately \$2.1 billion in 2012 and is a component of the S&P 500 Index. Additional information is available through 1-877-PKI-NYSE, or at www.perkinelmer.com.

Please, include the reference number and the following clause: I hereby give consent for my personal data included in my offer to be processed by PerkinElmer Shared Services Sp. z o.o. for the purposes of recruitment process, in accordance with the Personal Data Protection Act dated 29.08.1997 (uniform text: Journal of Laws of the Republic of Poland 2002 No 101, item 926 with further amendments).