

Inside Sales Specialist Germany (m/f/d) – Remote

Reference Number: INDS2402

Let's improve diagnostics together.

INDICAL BIOSCIENCE (INDICAL) is a global biotech company with over two decades experience leading the development and commercialization of innovative diagnostic solutions for veterinary applications.

Our products, technologies and workflows help reliably and rapidly identify animal pathogens to better monitor the health of poultry, livestock, and companion animals. INDICAL's solutions are trusted by veterinarians, laboratories, clinics, industry, authorities, and animal health organizations worldwide.

As the diagnostics arm within the publicly listed animal health-focused VIMIAN Group, INDICAL is part of a global network of innovative companies united by the common passion to improve animal health.

To further bolster our rapidly expanding companion animal diagnostics portfolio and address the dynamic requirements of the growing small animals market, INDICAL is seeking an **Inside Sales Specialist Germany (m/f/d)**.

Job description

The Inside Sales Specialist (m/f/d) builds trusting relationships with new and existing customers in order to sell INDICAL's innovative products to veterinary clinics, routing qualified opportunities to the appropriate sales representatives for further development and closure.

Our innovation, OvaCyte Pet is the first fully automated fecal analyzer for intestinal parasites in dogs and cats. With OvaCyte Pet, Vets can test fecal samples for parasites in real time in their own practice. This novel, veterinary technology delivers accurate, reliable and easy-to-interpret information to enable confident treatment decisions and less stress for pets and their owners.

The Inside Sales Specialist is anchored in the Sales organization and will directly reports to the Global Head of Companion Animal Dx Segment. Main responsibilities include:

Sales related tasks

- Meet and exceed overall sales objectives (unit and revenue targets) for the Companion Animal product offering within the assigned geography
- 2+ years of experience selling into the companion animal vet clinic or related industry
- Maintain proficient product knowledge of INDICAL and competitive products
- Conduct daily outbound/inbound calls and track progress to goals
- Monitor sales activities: calls completed, number of clinics reached, number of demos arranged etc.
- Maintain detailed customer call notes in Salesforce.com; maintain opportunities to drive sales funnel KPIs
- Develop pre-call plans for each outbound call including a well-defined commitment objective, reaching an average of 50 accounts per week

- Maintain a well-developed sales process that supports getting to the decision maker, exploring needs and arranging product demonstrations
- Maintain initiative by shifting priorities as needed, sharing best practices and having a sense of urgency
- Build and maintain strong relationships with the field sales team, establish tactics to close business within large Vet Groups
- Superior listening and communication skills
- Attend sales meeting and other necessary travel
- Other duties as requested

Technical related tasks

- Maintain communication by troubleshooting, reporting, tracking and fixing the problems
- Perform effective online demos

Marketing/Communications related tasks

- Coordinating with event vendors to ensure that all elements of the event are delivered as planned
- Coordinating with internal departments to ensure that all materials are printed or created in time for an event

Position requirements

The successful candidate should have a and 2-3 years' experience in Inside Sales in a dynamic environment selling instrumentations into point of care channel (ideally vet/ companion animal industry).

Personal requirements

- Have positive energy, focused on achieving targets
- Be organized, self-responsible, team-oriented, meticulous and systematic
- Problem solving personality with hands-on mentality
- Embrace teamwork with cross-functional teams
- Confident and friendly presence
- Flexibility and creativity, ready to work in a fast-paced, high-growth environment
- Be fluent in English and German

Why INDICAL?

- We offer state-of-the-art and family-friendly work environment of a globally growing company.
- Flat hierarchies with short decision-making paths and a corporate culture driven by passion and fairness
- Attractive remuneration package and social benefits

If this challenge appeals to you and you can offer drive, commitment and enthusiasm, we look forward to hearing from you! Please apply in writing (German or English) to hr@indical.com quoting the reference number and including your complete application documents as well as your earliest starting date and salary expectations.

INDICAL is an equal opportunity employer and values diversity. We take our employment decisions based on your qualification, merit and our business needs.

Job location: Home office in Germany

Functional area: Sales

Employment type: Regular full-time