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EURES VACANCY

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(It is necessary to fill in all the fields)

EMPLOYER DETAILS

CONTACT PERSON: Sara Sanchez

NAME OF COMPANY: Teleperformance Spain

SOCIAL SECURITY NUMBER: 08048695335

NIF: A78915394

ADDRESS: Moll de Barcelona 26, WTC planta 3

POSTAL CODE: 08039

TOWN AND COUNTRY: Barcelona, Spain

PHONE: 911 12 03 53

FAX:

MOBILE:

E-MAIL: sara.sanchezllaveria@es.teleperformance.es

WEB: <https://www.teleperformance.com/es-es>

ECONOMIC ACTIVITY:

EMPLOYEES NUMBER:

PLACE OF WORK: Barcelona

NAME: Italian Biotechnical Presales Consultant

DUTIES:

Do you want to work with high-quality laboratory products? Are you motivated by goals and always want to improve your performance? Do you want to form part of a multinational team while working from a modern and bright office location by the seaside in sunny Barcelona?

Then we have the perfect opportunity for you! At Teleperformance, we are currently looking for a Biotechnical Presales Consultant with a native level of Italian to join our team in Barcelona. You would be working on behalf of our client, a world-renowned leader in the field of life sciences known for their high quality research products. Their wide product range offers solutions for different types of laboratories.



In this exciting role, you would be in close contact with laboratories with the aim of increasing business activities in the selected market area and being responsible for the whole sales cycle.

Main responsibilities:

- Detect and establish new business possibilities in selected market area.
- Retain and grow the existing base of customers.
- Assure client satisfaction by excellent customer care in every contact throughout the sales cycle.
- Proactively detect possibilities of cross-selling and up-selling.
- Offer support and attend inbound calls for the on-site team when necessary.

NUMBER OF POSTS: 1

PROFILE OF EMPLOYEE:

- Proficiency level of Italian and fluency in English.
- Previous sales experience in managing own sales funnels and being in close contact with clients.
- Passion for innovative technical products and scientific research.
- Team player with a great attitude and excellent set of social and communication skills.
- Proficiency with Microsoft Office package, especially Excel.
- Degree in Biology, Biochemistry, Chemistry, Biotechnology, Biomedicine, or similar field is considered an advantage.
- Previous experience with laboratory research techniques is highly desirable.

SKILLS:

LANGUAGES: (READ, LEVEL A.S.O.)

	READ	WRITTEN	SPOKEN
1. Italian	Proficiency	Proficiency	Proficiency
2. English	Advanced	Advanced	Advanced
3.			
4.			

(1, fluid – 5, regular)



WORKING CONDITIONS:

CONTRACT: Long-term

DURATION: FROM / TO

HOURS A DAY: 8

SALARY/ GROSS OR NET/ MONTH (Minimum – Maximum): 20.000€ gross/year + up
8.000€ gross/year in bonus

PLACE OF WORK: Barcelona

OTHER:

- A full-time position with working hours from Monday to Friday
- 1.800€ in attendance bonus
- Considerable investment in employees and their career development (including product, sales, and personal skills development trainings)
- Working environment that is modern and bright with a dynamic and multicultural atmosphere
- Office location by the seaside in Barcelona
- Referral Program: Bring a Friend and get a Referral fee (600€ - 1.000€ depending on the language/project)

If you want to know more about moving to Barcelona, please click [here](#)

MORE DETAILS: YES/NO

ACCOMMODATION PROVIDED: Negotiable

MEALS PROVIDED: No

TRAVEL PROVIDED: Yes

APPLICATIONS:

BY FAX, PHONE, e-MAIL (a.s.o.) cv@es.teleperformance.com and cc
eurespuglia@regione.puglia.it REFERENCE: EURES.IT_LSS

CONTACT PERSON Sara Sanchez

DEADLINE: 02/10/2021

COUNTRIES TO SPREAD THIS VACANCY (ONLY E.E.E.):

Spain, Italy

DATE: 02/07/2021