

Inside Sales Coordinator

Regular Full-time

Location: Dernbach, Germany

About us:

Wyatt Technology is the world leader in the development, manufacturing & sale of analytical instruments for absolute macromolecular characterization. Our light scattering instruments are used by chemical, pharmaceutical, government, academic, and biotech companies. Wyatt Technology Europe GmbH distributes the Wyatt Technology instruments in Germany and in several other European countries. We are located in Rheinland Pfalz, close to Koblenz and between Frankfurt and Cologne. Visit our website at www.wyatt.com.

Position Summary:

Wyatt Technology Europe is looking for an individual who is passionate about winning and competing. Wyatt's Inside Sales Coordinator is responsible for processing our sales opportunities in Germany and East Europe. The Inside Sales Coordinator supports our sales force with calls of potential customers from very early stages up to the final negotiations. In order to be successful, we're looking for someone who is articulate verbally and in writing.

Our customers are PhD scientists involved in the research and development of new therapeutic drugs and nanomaterials and are employed primarily in the pharmaceutical, academic, and government research arenas. Since our sales are the result of approved capital budgets, the Inside Sales Coordinator will work with customers to ensure the greatest likelihood of budgetary approvals.

Key Responsibilities:

- Perform sales calls of potential customers in the assigned territory, primarily by phone
- Develop and maintain superb relations with customers and potential customers
- Execute sales strategies and plans to expand business within the territory
- Prepare quotations and help to qualify sales opportunities for our field sales force
- Maintain accurate reporting records and files necessary to insure proper management of the territory
- Attend trade shows as a company representative when needed
- Build rapport in person with active customers visiting Wyatt's office during training classes and demonstrations
- Complete requests for proposals and tenders in an accurate and timely manner
- Optimize the use of our CRM system

Minimum Requirements/Qualifications:

- 2+ years of capital sales experience, with a proven track record of outstanding sales performance
- Bachelor's degree, preferably in Chemistry, Biochemistry, Engineering, or related sciences
- Possess a strong desire to delight the customer and win competitive sales situations
- Demonstrated analytical and problem-solving skills

Compensation:

Wyatt Technology offers a competitive salary. This position is eligible for a bonus variable compensation tied to a performance goal. For immediate consideration, please send your resume, salary requirements with position code in the subject line.

Apply now:

If you are interested in this position please send your resume to:

hr@wyatt.eu or:

**Wyatt Technology Europe GmbH
Hochstrasse 12a
DE-56307 Dernbach**