



Swedish & Norwegian sales performers for internal sales team

We are looking for dedicated sales performers and/or sales talents to be part of a dynamic, international team. The internal team will be responsible of servicing the Nordic countries within the pharmaceutical business, from the Nordic head office, in Copenhagen.

If you are a sales performer or still need to reveal your inner sales talent - this is a unique opportunity to be a part of a dynamic, international company.

MAIN TASKS

The internal sales team is to ensure high sales performance by phone, ensuring and improving the overall customer experience, in close corporation with field sales within each of the Scandinavian countries, by:

- Follow up on sales activities & building customer relations with both small and large accounts
- Perform sales to small and large accounts by phone
- Inform status and optional book meetings for Field Sales Executive on large accounts
- Adapt and execute account planning & prioritization according to defined guidelines
- Ensure, on a continuous basis, the collaboration between internal sales team and the other teams/departments

QUALIFICATIONS

- College degree, humanities line preferably, supplemented with – but not a requirement - business relevant discipline
- Native/Fluent in one or more of the Nordic languages
- English, high level in written and spoken
- IT flair

JOB EXPERIENCE

- 6-12 months' experience in Sales, Internal Sales, Customer Service or the like
- Ideally working experience in the Medical Devices industry, High Tech or technical sales/support areas

But most importantly, you want to make a difference ensuring the team exceed the expectations

Travel Required

Travel days may occur to a limited extent

WE OFFER

A unique opportunity to be a part of a dynamic, global company in an exciting and fast developing business. During the first year you will receive a significant training and education both within the pharmaceutical industry and sales in general through the Sales Academy's 5 modules.

Fulltime position, attractive salary package

Interested...

Please send your application and CV to jobhr@moranti.com before the 24th July 2017.