

5-3-2021



PalmSens
Compact Electrochemical Interfaces



PalmSens BV is looking for a Sales Representative (full-time)

We're looking for someone with a good understanding of the sales process, and with good interpersonal skills. Previous experience in a sales role is required.

Responsibilities

- Process and handle incoming requests for quotations
- Keep the distributors network updated on prospects and product information
- Present our company to potential prospects
- Identify prospect's needs and suggest appropriate products/services
- Build long-term trusting relationships with prospects
- Maintain our CRM system
- Proactively seek new business opportunities in the market
- Set up meetings or calls with (potential) customers
- Follow up on and process sales leads based on information gathered from exhibits, trade shows and marketing campaigns
- Give advice to customers about our products
- Be involved with organizing marketing activities

Minimum requirements

- Proven Sales and Inside Sales Experience: (>3 years)
- A technical Bachelor's Degree (BSc) from an accredited college or university
- Good written and oral communication skills (English) as well as the ability to read and interpret business/professional journals and technical procedures.
- Excellent communication and negotiation skills

About PalmSens

PalmSens BV is growing company with a team of 25 people with a strong position in the market of (bio)sensor interfaces. We are a young ambitious company with the security of an established brand. We encourage initiative and creativity and to keep yourself updated with the latest trends and technologies. In return we expect involvement and a healthy sense of responsibility. We offer a competitive salary with extra benefits. We are based in Houten in the Netherlands.

To apply, please send your application (cover letter and resume) to vacancy@palmstens.com

Questions? Don't hesitate to call us: +31 30 2459211