



Sales Manager - Europe



okolab

Okolab Srl

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Okolab is looking for a scientific and business-minded teammate with strong interpersonal skills and a can do attitude to cover the position of Europe Sales Manager.

As Europe Sales Manager, you'll be maintaining existing and developing new business relationships with our partners and distributors in Europe.

The Sales Manager plays a critical role in supporting Okolab customers - end users and distributors - by:

1. Qualifying leads, quoting and lead managing, keeping in mind the delicate relationships between competing distribution channels.
2. Promptly answering technical questions.
3. You will be the first line of technical support through remote session (Facetime, WhatsApp or other). In some situations, you will provide hands-on assistance.
4. You will qualify equipment needed for demos, coordinating requests and tracking demo equipment (loss prevention).
5. You will assist in coordinating equipment requests in support of prominent imaging courses and conferences.
6. You will participate to Exhibitions and Conferences in Europe and, if necessary in USA or in other Countries.
7. The Sales Manager is expected to proactively identify issues that could impact sales.

In addition to the tasks above, as our eyes on the market, you are expected to provide feedback to our product development team to improve existing products and ideally develop new ones.

Required Skills:

- Background in biology and/or microscopy preferred
- Able to maintain a professional demeanor under stressful circumstances
- Clear communication, and attention to detail are a must
- Organized, resourceful with a can-do attitude
- Able to take initiative and operate under limited supervision
- Ability to travel

Work environment: home office.

Reports to managers located in Italy.

Send us your resume to jobs@oko-lab.com.