

Business Develop. & Inside Sales for **UK and Ireland** (Remote from Portugal)

### **NZYTech**

NZYTech is a privately owned fast growing international company which discovers, produces and supplies a wide range of solutions in the fields of Molecular Biology & Diagnostics, Enzymes & Proteins and enzymatic Assay Kits. As NZYTech continues to evolve globally, we aim to make the worldwide acquisition of NZYTech products and services a fast, easy and enjoyable experience for our customers, as well as to provide products that simplify, accelerate and improve your research and production settings.

### **What You'll do**

#### **@Inside Sales**

- Lead generation and prospection within the assigned territory (UK and Ireland)
- Identify opportunities and drive efficient closings
- Promote cross- and up-selling on existing accounts
- Report activities on CRM (SalesForce)
- Work remotely (based in Portugal)

### **Who You Are**

- MSc or PhD Life Sciences (Molecular Biology, Biochemistry, Biology, Biotechnology, etc) with previous experience in a Lab from UK or Ireland
- Experienced in Molecular Biology techniques as end-Point PCR, Reverse transcription, qPCR, Cloning, etc.
- Proficient in English, both written and spoken (mandatory)
- Dynamic, with high sense of responsibility and autonomy

### **We offer**

- Contract (Portuguese labor law) with NZYTech - 40 weekly hours
- Competitive compensation and benefits package

Applications (CV + Cover letter) must be submitted by email to [applications@nzytech.com](mailto:applications@nzytech.com) with the following subject "Inside Sales\_2021A" until the 5<sup>th</sup> of March.