

inovotion

WHICH MOLECULE WILL STAND OUT

Are you driven by an entrepreneurial spirit and wish to participate in the development of a fast-growing biotech? Do you wish to promote technical Life Science services to chemists and biologists in cancer Drug Discovery throughout Europe/USA/Japan? If so, we have a unique opportunity for you to work in an exciting environment while boosting your career.

INOVOTION's main mission is to provide the world's fastest *in vivo* efficacy and toxicity evaluation, for all cancer types and their treatments.

Our technology is particularly fast, sensitive, reliable and affordable, and opens radical new screening perspectives for private and public investigations by chemists and biologists. Our customers and partners are biotechs, pharma companies, universities and research institutes.

Inside Sales Representative(male/female)

POSITION

Full-time position

SENIORITY LEVEL

Entry level

JOB FUNCTIONS

Sales, Business Development

DESCRIPTION

- **Main responsibility:** In an international context (EMEA, US), the Inside Sales Representative qualifies leads coming from different sources, manages email campaigns, presents Inovotion's services, and generates new deals in accordance with our company strategy, working with Business Developers as a territory team.
- **Secondary responsibility:** In a close collaboration with the R&D Dpt, the Communication Dpt and the Head of Business Development, she/he is in charge of testing new services or new market segments and support their market launching.

The candidate works under the supervision of the Sales Director and works with the Business Development team.

We are an equal opportunity employer and actively encourage candidates from diverse backgrounds. The inside sales position includes the participation to congresses and conventions in Europe few times a year.

MISSIONS

- Contribute to short and long term territory business plans through in depth understanding of revenue streams and potentials.

- Develop and execute strategies to identify and target potential new customers through effective market, revenue, and literature analysis for existing services
- Develop and execute strategies to promote new services or to address new market segment.
- Engage with potential new customers through cold calls and emails.
- Establish and maintain strong relationships with customers through sound scientific expertise and business acumen.
- Provide excellent customer service by following through with prompt solutions to all customer inquiries.
- Effectively work and communicate with other INOVOTION departments such as R&D, Production Lab, Communication and business operations.
- Working with Business Developers in responding to customer needs as they arise.
- Rigorously document communications and keep up to date the customer relationship management (CRM) database.
- Contribute to team and departmental initiatives outside of day-to-day selling in your territory.
- May require travel for business meetings or conferences, at times between UK/Europe

REQUIRED EDUCATION AND EXPERIENCE

- BSc or MSc in Life Sciences
- Ideally, work experience in 1 to 3 with CROs or scientific service providers
- Background knowledge in Oncology and Drug Discovery is a plus

DESIRED SKILLS AND ABILITIES

- Knowledgeable in Sales Management and Communication
- Mindfulness, team player, likes challenges, autonomous, rigorous, creative problem-solver.
- Demonstrable Proficiency in English (oral and written)

COMPENSATION

- Depending on experience and position
- Fixed salary

VENUE

- Grenoble Area:
Biopolis – 5 ave. du Grand Sablon - 38700 La Tronche - France

SELECTION PROCESS

Please send resume and cover letter to jobs@inovotion.com.