

**Opportunity:**

## Team Leader Inside Sales (m/f/d)

**Location:**

## Reutlingen

### About Us:

Multi Channel Systems, a division of Harvard Bioscience, focuses on the development of precise scientific measuring instrumentation in the field of electrophysiology for research groups at universities and for the pharmaceutical industry. Since 1996, our hardware and software development department, production, sales, and administration teams, together with our partner brands, including HEKA and Warner Instruments, have been committed to serving innovative scientists worldwide.

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### What we are looking for:

- A completed apprenticeship or a science/economics bachelor's/master's degree
- 3+ years working experience in a Sales oriented position
- Team player with good organizational skills and precise working style
- Good communication skills and Sales talent
- Experience in leading a team
- Sales minded and drive for success
- Experience with the CRM Salesforce is a plus
- Good to very good English and German language skills

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### Responsibilities:

- As Sales Representative you are responsible for 5 brands of Harvard Bioscience
- You acquire and maintain a high level of competence in understanding and sharing the product and service portfolio of our Cellular & Molecular Technologies (CMT)
- Constructive player in the EIMEA sales organization and a key interface to external and internal stakeholders
- You are handling all types of customer contact responsibilities (contacting customers, preparing quotations, planning appointments)
- Maintenance of the CRM database (Salesforce)
- In cooperation with the Marketing department you are also responsible for the organization of trade shows in the EIMEA region
- Maintenance of the market & competitive awareness and development of ideas for new opportunities
- Implementation of strategies and tactical plans
- You are ensuring continuous and strong leadership within the team

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### What We Offer:

- An interesting product portfolio with which you identify yourself: Microelectrode Array Systems (MEAs), Patch Clamp amplifiers and complete setups, automated TEVC systems, Ussing systems and a wide range of accessories
- A well-coordinated team as well as a collegial and international environment
- Employee friendly arrangements with regard to vacation, flexible work time and compensatory time-off
- Regular development meetings
- Performance-based salary and success-related bonus payments
- Contributions to the company pension scheme far more than the statutory framework

We look forward to receiving your application documents electronically, stating your salary requirements and possible starting date. Please send the documents to: [jobs@multichannelsystems.com](mailto:jobs@multichannelsystems.com).