



VACANCY FOR SALES OFFICER

NIPD Genetics is a leading innovative biotechnology company that designs, develops and provides advanced tests for the prediction, diagnosis and prevention of genetic diseases. NIPD Genetics developed a proprietary technology platform for detection of chromosomal abnormalities, structural rearrangements and point mutations located in any region of the human genome.

THE POSITION

We seek to recruit an experienced **Sales Officer**, with positive attitude to join our diverse team. They will be responsible for sales activities, from lead generation through to closing deals and maintaining customer satisfaction.

PROFILE OF THE IDEAL CANDIDATE

The ideal candidate must be persuasive, energetic and ready to go the extra mile to ensure product promotion. They must have exceptional interpersonal skills to establish positive, productive client relationships. Must be a good listener and communicator as it is important to gain clients' trust.

RESPONSIBILITIES

- Achieve growth and hit sales targets
- Maintain and enhance existing client relationships
- Conduct market research to identify selling possibilities and evaluate customer needs
- Travel to assigned areas to visit doctors, promote and educate them about products offered by NIPD Genetics
- Actively seek out new sales opportunities through cold calling networking and travelling
- Set up meetings with potential clients and listen to their needs and concerns
- Prepare and deliver appropriate presentations on products/services
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Participate on behalf of the company in exhibitions or conferences in Cyprus and abroad

REQUIREMENTS

- University Degree in Business, Marketing, or Biological Sciences or a related field
- Minimum of 2 years previous experience as a Sales Officer
- Demonstrated ability to communicate, present and influence credibly and effectively
- Proven ability to drive the sales process from plan to close
- Proficiency in English. Additional languages will be considered a significant advantage (e.g. Arabic, French, German or other European Languages).
- Work flexibly with considerable international travel and time commitment outside of normal working hours.

APPLICATIONS

To apply please forward your application with subject: **Vacancy for Sales Officer** to NIPD Genetics Public Company Ltd at the following e-mail address: **hr@nipd.com**. Your application should include a detailed curriculum vitae together with the names of two referees and a cover letter. For further information, please contact the Human Resources Department at Tel. 22266888 or visit nipd.com. All applications are strictly confidential.