



Seuss+ brings together expertise in outsourcing and procurement, HR and recruitment, marketing and sales development, training, and technology to guide life-science companies, through an all-inclusive partnership, to powerful yet sustainable growth.

Together with GCP Central, we offer tailored solutions to pharmaceutical and biotech companies for their growth challenges. GCP Central fuels clinical research professionals with knowledge by teaching and learning about rules and regulations in a different – and better way.

Sales Specialist

The role is about discovering, pursuing new sales prospects, negotiating deals and maintaining customer satisfaction. The focus of this position is to generate sales, develop proposals and close deals. You will spread the word around about the importance of continuous learning and changing the future of GCP training, a new approach to learning.

The responsibilities include:

- Utilize our internal CRM Hubspot and open sources to identify potential clients for our off the shelf products of our learning platform www.mygcp.com. The products will include license batches and e-learning and whitelabel solutions (B2B)
- Evaluate and understand customer needs. Your customers will be active in the pharmaceutical industry, mainly in QA, Clinical Development or Training
- Actively seeking out new sales opportunities through cold calling, networking and social media
- Understanding the requirements of existing customers to ensure their needs are being met
- Collaborate with diverse internal teams (marketing, sales, customer service and operations)
- Report and monitor own performance of commercial activities using key metrics in our CRM Hubspot and actively maintain the CRM in order to make activities visible
- Act as the “Face” of GCP Central to external clients and potential clients.

Qualifications and experience

- Minimum of 1 -3 years of experience in a similar role
- Experience in sales and managing relationships with key clients

Skills

- Strong English written and spoken.
- Commercial awareness partnered with a strategic mindset.
- Outstanding communication and interpersonal abilities.
- Good understanding the pharmaceutical industry, preferably clinical operations
- Outstanding organizational and time-management abilities.
- Strong presentation skills

We are looking for people who are driven by achieving goals and sales results.

You are excited about life sciences and continuous learning. Interested to join? Please let me know via: s.braakman@consultseuss.com