

## Sales Representative Europe, Martillac (Bordeaux), France

CovalX is seeking a Sales Associate to join our team in Martillac (Bordeaux), France. Are you a biologist at heart, but want to explore opportunities outside of typical bench work? Are you a team player who likes to meet new people, build professional relationships, and contribute to the overall success of the company? If you answered "Yes!" to all the above, then this may be the position for you!

**Title:** Sales Associate

**JobID:** SA191021

**Location:** Martillac, France

### Responsibilities:

- Conduct marketing and sales independently in large and small biotech accounts
- Create and execute sales strategy with the support of your manager
- Achieve defined metrics for sales activity and revenue growth
- Support tradeshow marketing and booth staffing
- Support the execution CDA's, service agreements, and other documents
- Follow up with new and current customers' inquiries
- Support team members from the office including; retrieving data from internal systems such as customer relationship management system (CRM/HubSpot) and the internet
- Prepare reports as needed for territory and account management
- Lead generation and data entry into customer relationship management (CRM) system
- Train Sales Assistants and/or Associates

### Qualifications:

- Bachelor's Degree in Life Sciences required
- 1+ years of related experience required; 2+ years of related experience preferred
- Excellent interpersonal communications skills, both written and verbal are essential
- Ability to speak in public and interact with customers with confidence and ease
- Fluent English, French a plus.
- Ability to speak in public and interact with customers with confidence and ease

CovalX works quickly to move scientific breakthroughs from the lab to the marketplace. Our team structure provides opportunities for CovalX's staff to impact the direction of the organization, to gain broader perspective about other functions within CovalX and to reach their full potential.

Send cover letter and resume to [alexis.nazabal@covalx.com](mailto:alexis.nazabal@covalx.com)