



People. Talented, resilient, and passionate. Honest, humble, and respectful. Striving to make the world a better place by formulating for our planet's change makers, our people ignite the magic we make at our labs and constantly pursue ways to inspire our customers and move us forward in our journey toward innovation through formulation.

The people at Azelis embrace change as an invaluable opportunity to grow, learn and become ever better at what we do. We are a team united in passion, vision, and values. And we believe that we can work together to achieve everything we set our minds to.

Our industry is ready for disruption, and we are looking for enthusiastic and innovative people who are thirsty for a challenge to join us and make a difference.

Are you here for the change makers? You've come to the right place...

We currently have a vacancy for an **Inside Sales Representative** in Pharma and Nutraceutical team to join either of our offices in Poznan.

Mission

To manage a defined portfolio of customers in the Pharma and Nutraceutical business unit (both API & supportive ingredients). To drive promotion, development, and growth of the business across agreed customers, and to increase the number of buying customers by both regaining lost customers and nurturing new leads.

Key Accountabilities

1. In agreement with the Business Manager, Product Manager and Sales Manager, manage and develop a defined customer base.
2. Via both telephone and email, handle customer prospects, requests, and queries; engage in telephone sales activities with both existing and potential new customers, to develop relationships and seek out prospective sales opportunities.
3. Manage, develop, and understand the needs of the customer base, and maintain relationships with key contacts at all relevant levels. Depending upon business potential, ensure an appropriate balance of direct customer contact and the customer utilization of the Azelis customer portal.
4. Generate sales and margin growth by targeting and creating new business; actively follow up on price quotations and samples, and ensure calls, quotes, leads & opportunities maintained in CRM.
5. Administer customer price increases, liaising with Principal Managers and Commercial assistants to ensure effective implementation.
6. Act as an escalation contact to represent the designated customer portfolio in the event of a commercial or logistical problem encountered by Supply Chain.



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7. Gather, analyze, interpret, and present market, product, competitor, and industry data as required, to support the development of the forward strategy of the business.
8. Provide cover where appropriate for Sales Managers during periods of holiday absence.
9. Any other duties as requested by the line manager that are appropriate to the role.

Experience, Skills & Education

1. Excellent customer service skills.
2. Telesales, negotiation, and interpersonal skills to quickly build rapport with customers.
3. The ability to adapt to new requirements and have a flexible approach to working under pressure.
4. Effective and timely communication skills, both written and verbal in Polish and English.
5. The commitment to challenge yourself personally and develop new skills.
6. The ability to work effectively alone and within a team.
7. Computer literacy skills, knowledge of Microsoft Dynamics D 365 is a plus.

What we offer you:

An attractive compensation and benefits package.

A Home Office policy (2 days/week) - place of work in a nice office in Poznan.

A Career opportunity within an international company.

A local managerial community with common values of cooperation, respect and commitment.

A company that cares about the well-being of employees and work/life balance.

A pleasant working environment, close to transport and many places to live.

We are committed to making everyone feel included and valued in the workplace.

All applications are carefully reviewed and considered.

More about us at:

www.azelis.com

<https://www.youtube.com/watch?v=tTk4VEsQ2es&t=3s>

How to apply:

Please forward your CV, detailing your achievements to date and the reasons why your application should be considered for this role to: renata.frossardova@azelis.com

We sincerely appreciate the time you dedicate to completing the application.

Thank you in advance.



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