

## Sales Representative (Outbound)

[Apply Now](#)

Company: Scientific Equipment Source

Location: India

Category: other-general

Scientific Equipment Source Inc. is a leading provider of cutting-edge laboratory equipment, committed to delivering innovative and affordable solutions. With over 20 years of experience, we have established ourselves as industry leaders, offering a diverse range of laboratory and analytical equipment. Our mission goes beyond providing products; we are dedicated to supporting our clients' success through top-notch technical support, comprehensive consultancy services, customized maintenance packages, and tailored solutions.

### The Role

#### Job Overview:

As an Outbound Sales Representative - Scientific Equipment at Scientific Equipment Source Inc., you will play a crucial role in expanding our reach and building lasting relationships with clients. You will be responsible for conducting outbound calls to cold leads, introducing our exceptional range of lab equipment, and persuading potential clients to explore our innovative solutions. This role requires a dynamic individual with strong communication skills, a passion for scientific advancements, and the ability to thrive in a fast-paced, results-oriented environment.

#### Key Responsibilities:

- 1 . **Outbound Calling:** Initiate and conduct outbound calls to cold leads to introduce Scientific Equipment Source Inc.'s products and services.
- 2 . **Product Knowledge:** Demonstrate a deep understanding of our product portfolio, staying

updated on the latest industry trends, and effectively communicate the features and benefits of our scientific equipment.

- 3 . Relationship Building: Build and maintain strong relationships with potential clients by understanding their unique needs and positioning our solutions as essential tools for their success.
- 4 . Sales Pitch: Develop and deliver compelling sales pitches that highlight the value proposition of Scientific Equipment Source Inc., addressing the specific needs of each client.
- 5 . Lead Qualification: Qualify leads based on their requirements, budget constraints, and purchasing timelines to ensure effective use of time and resources.
- 6 . Sales Targets: Meet and exceed monthly and quarterly sales targets to contribute to the overall growth and success of the company.
- 7 . Customer Feedback: Gather and relay customer feedback to the product development and marketing teams, contributing to continuous improvement and product enhancement.

### **Ideal Profile**

Qualifications:

Bachelor's degree in a relevant field (science, engineering, business, etc.) preferred.

Proven experience in outbound sales, preferably in the scientific equipment industry.

Excellent communication and interpersonal skills.

Strong organizational and time-management abilities.

Ability to understand and articulate technical details of scientific equipment.

Goal-oriented mindset with a track record of meeting or exceeding sales targets.

### **What's on Offer?**

Fantastic work culture

Attractive Salary & Benefits

Opportunity to make a positive impact

[Apply Now](#)

### Cross References and Citations:

1. [Sales Representative \(Outbound\) Uzbekistanjobs](#) [Jobs India Uzbekistanjobs](#) ↗
2. [Sales Representative \(Outbound\) Londonjobscareer](#) [Jobs India Londonjobscareer](#) ↗
3. [Sales Representative \(Outbound\) Chicagojobsearch](#) [Jobs India Chicagojobsearch](#) ↗
4. [Sales Representative \(Outbound\) Czechiajobs](#) [Jobs India Czechiajobs](#) ↗
5. [Sales Representative \(Outbound\) Searchukjobs](#) [Jobs India Searchukjobs](#) ↗
6. [Sales Representative \(Outbound\) losjobs](#) [Jobs India losjobs](#) ↗
7. [Sales Representative \(Outbound\) Orthopedicjobs](#) [Jobs India Orthopedicjobs](#) ↗
8. [Sales Representative \(Outbound\) Africajobscentral](#) [Jobs India Africajobscentral](#) ↗
9. [Sales Representative \(Outbound\) Craftsjobs](#) [Jobs India Craftsjobs](#) ↗
10. [Sales Representative \(Outbound\)Ultimatejobfinder](#) [Jobs India Ultimatejobfinder](#) ↗
11. [Sales Representative \(Outbound\)Workfromhomejobs](#) [Jobs India Workfromhomejobs](#) ↗
12. [Sales Representative \(Outbound\)Torontojobs](#) [Jobs India Torontojobs](#) ↗
13. [Sales Representative \(Outbound\)Contractjobs](#) [Jobs India Contractjobs](#) ↗
14. [Sales Representative \(Outbound\)Accountantjobs](#) [Jobs India Accountantjobs](#) ↗
15. [Sales Representative \(Outbound\)Installationjobs](#) [Jobs India Installationjobs](#) ↗
16. [Sales Representative \(Outbound\)Logisticsjobs](#) [Jobs India Logisticsjobs](#) ↗
17. [Sales Representative \(Outbound\)Searcheruropeanjobs](#) [Jobs India Searcheruropeanjobs](#) ↗
18. [Sales Representative \(Outbound\)Flutterjobsnearme](#) [Jobs India Flutterjobsnearme](#) ↗



19. **Sales representative (outbound) Jobs India** ↗
20. **AMP Version of Sales representative (outbound)** ↗
21. **Sales representative (outbound) India Jobs** ↗
22. **Sales representative (outbound) Jobs India** ↗
23. **Sales representative (outbound) Job Search** ↗
24. **Sales representative (outbound) Search** ↗
25. **Sales representative (outbound) Find Jobs** ↗

Source: <https://in.expertini.com/jobs/job/sales-representative-outbound--india-scientific-equipment-fae7dd2dca/>

Generated on: 2024-05-04 by Expertini.Com