

Sales Representative - Product Sourcing

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Company: Snaphunt

Location: India

Category: other-general

The Offer

Opportunity within a company with a solid track record of performance

A role that offers a breadth of learning opportunities

Opportunity to make a positive impact

The Job

Key Responsibilities:

Inbound and Outbound Sourcing: Collaborate with the sales team to identify product gaps and actively source new products through both inbound and outbound leads.

Supplier and Distributor Engagement: Build and maintain relationships with existing suppliers and distributors while actively seeking new partnerships to enhance our product offerings.

Negotiation: Negotiate pricing, terms, and agreements with suppliers and distributors to ensure favorable conditions for Scientific Equipment Source Inc.

Market Research: Stay informed about industry trends, competitor offerings, and market demands to guide sourcing decisions and maintain a competitive edge.

Product Evaluation: Work closely with the product development team to evaluate the suitability and quality of potential products, ensuring they align with our commitment to

excellence.

Lead Qualification: Qualify potential suppliers and distributors based on product quality, reliability, and alignment with our company values.

Documentation: Maintain accurate records of supplier and distributor communications, negotiations, and agreements.

The Profile

You have at least 1 year experience within a B2B Sales / Account Executive or Sales Operations / Sales Support role, ideally within the Consumer Health, Hospital / Health Care / Healthtech and Medical Devices industry.

You possess excellent interpersonal as well as written and verbal communication skills.

You are a strong networker & relationship builder

You possess strong analytical skills and are comfortable dealing with numerical data

You are highly goal driven and work well in fast paced environments

The Employer

Our client is a leading provider of cutting-edge laboratory equipment, committed to delivering innovative and affordable solutions.

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