



USP EMEA Inside Sales

Summary

We seek to expand our Strategic Customer Development (SCD) Team in Basel with an Inside Sales Function, covering the German speaking markets in Europe. Responsibilities include regular communication with a portfolio of customers within the territory to promote USP products & services and capture customer insights. We are contracting on a consultant basis, 1 year with option to extend, working 10 hours per week (office hours).

Description of the tasks

- Sales lead follow-up and cold calls/emails. Nurture decision-makers on USP's service and product portfolio with a primary focus on Reference Standards. Documenting calls, meetings, and emails in Salesforce (CRM).
- Capturing customer insights, maintain and update account information within Salesforce for all assigned accounts.
- Work closely with EMEA team members, especially the Strategic Customer Development Manager for the territory.
- Collaborate with various functions in the team as needed.

Qualifications

- Degree in Pharmacy, Chemistry, Biology, or a related field preferred.
- Fluency in German and English
- Self-motivated and able to work in a fast-paced multi-task environment.
- Excellent interpersonal skills, communications skills and telephone manner required in efforts to build trust and nurture relationships with customers.

Skills Sought

- Problem-solving skills with customer-centric approach.
- Previous sales experience a plus.

About USP (U.S. Pharmacopeia)

USP is an independent scientific organization that collaborates with the world's top experts in health and science to develop quality standards for medicines, dietary supplements, and food ingredients. USP brings together more than 1,100 talented professionals across five global locations to deliver its mission to strengthen the supply of safe quality medicines and supplements worldwide.

www.usp.org

Please submit your curriculum vitae to the following contact:

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