

Title Sales Support

Reports to BioLynceus Sales Manager

Salary + Medical Benefits

Full Time (40 Hours/Week) Position is based in Estes Park, CO

Specific Responsibilities

BioLynceus sales support establishes themselves as trusted advisor with exceptional product and industry knowledge. Sales support uses CRM and advanced tools to support the sales pipeline and projects in the business. This is an inside sales support position with some outside sales & marketing support responsibilities. The ability to travel for company as needed.

Sales:

Prospects to find and close new business in environmental focus of the business.

Formulates and presents solutions specific to client(s).

Assembles proposals and quotes.

Closes new prospects and client transactions.

Provides client support & account maintenance. Works with operations to assure sales process is seamless for client and sales team.

Supports tracking of projects, management of project data and validating data.

Updates client data and account maintenance details in CRM Database.

Responds with urgency to requests with follow-through and accuracy.

Provides outside sales and event coverage.

Supports trip planning for corporate sales support coverage.

Supports development of sales channels, tech resellers, independent contractors, dealers.

Participates in team meetings and sales training for channels and distribution.

Weekly responsibilities include briefings with the Sales Manager on sales activities, priorities, business pipeline, and sales forecasts. Engages in the growth and development of the sales organization as a fully supportive team member.



Providing Environmental Solutions for water soil plants

Client Support:

The ability to perform as a client relationship and account manager including sales order management, sales management/delivery coordination, client data collection on new and existing client accounts and timely responses to inquiries, prospecting for increasing value opportunities and up-selling of products and solutions.

Minimum Technology Required:

Reliable Transportation and ability to work in Estes Park in a Full-Time capacity
Ability to travel to other states to perform work responsibilities
Proficient in CRM, Word, Excel, Outlook or Email Applications
Ability to fluently utilize and support corporate business applications & mobile technologies

Required Skills:

Engagement and successful participation in BioLynceus Mission, Culture and Values. Proven sales experience in science focused business. Demonstration of success in B2B sales. A proven record of self-management, goal achievement, and personal accountability for sales and client management. The ability to engage people, be client focused, build relationships and meet responsibilities with a sense of urgency. Management of client issues with a high level of timeliness, support, education and communication around project and product. Accuracy, attention to detail and the ability to learn new concepts and technical information is required. The ability to be a teacher and consultant in environmental issues. Experience in business operations related to sales and client relationship management including sales or client services. Ability to provide technical solutions and problem solve for client and business success.

Recommended Background:

Experience in business operations related to sales and client relationship management. Background and education in environmental science preferred. Proven inside sales experience in related business or related work and education experience.

Interested In A Career With BioLynceus?

We do not accept phone call inquiries. To apply for available positions with BioLynceus send cover level and resume to careers@biolynceus.com