

# Junior Sales Development

*(fulltime)*

## About Lab Associates

We are an international supplier and producer for plant tissue culture ("PTC") and seed breeding laboratories since 1987. Our customers produce a large variety of plants in their labs and farming operations and are present in over 65 countries worldwide. Lab Associates is a one-stop 'shop' for its specific customer target group and can build and equip a complete laboratory. Our focus is on core products such as automated systems, media preparators, dispensing machines, autoclaves, culture vessels, laboratory tools and furniture, biochemicals and agar.

Our company culture characterizes itself best as a fast-paced, innovative, entrepreneurial, and an open and multi-cultural environment. We specifically look for new colleagues that fit our culture and can help us grow internationally!

## What are your activities

You will be working directly with our manager Business development & Sales, and colleagues from other departments on generating maximum customer satisfaction, stronger customer relationships, and more/new business for Lab Associates.

You will work in this versatile and varied position on things such as:

- Planning, developing and overseeing new marketing initiatives
- Researching organizations and individuals to find new opportunities
- Increasing the value of current customers while attracting new ones
- Finding and developing new markets and improving sales
- Developing quotes and proposals for customers
- Promoting the organization and products (e.g., at exhibitions and conferences)

## Who are we looking for

- This is a junior position for someone who just graduated or with less than 3 years of working experience
- You have graduated with at least a Bachelor degree, preferably in business, commercial economics, agriculture, plant biology, etc.
- You have very strong analytical and communication skills
- You are a real team player with strong English language skills (written and verbally required); other global languages are a bonus
- You have high-energy and are pro-active, stress resistant, outgoing, and have a hands-on mentality
- You like challenges
- You are interested in plants, labs and having a positive impact on the environment

## What can we offer you

- Dynamic, fast and innovative environment with 'scaleup' mindset
- A flat hierarchy and informal culture with direct lines of communication
- Good employment conditions based on skills and experience (salary, holidays, pension contribution)
- Active employee association, monthly Friday afternoon drinks, and (semi-)annual company events
- Opportunities and budget for further training and development
- The management has a broad international and business experience

*Interested in becoming part of our team and helping with the rapid growth? Send your motivation and CV by email to [jobs@labassociates.com](mailto:jobs@labassociates.com).*

*Acquisition by external (consultancy and recruitment) companies in response to this vacancy is not appreciated.*