

## Inside Sales Specialist

NETRI is an industrial start-up developing innovative technologies for the pharmaceutical industry. In everything NETRI does, it believes in challenging the way we discover new treatments. NETRI uses neural activity at the network level to translate mode of action of any drugs. NETRI designs, manufactures and sells standardized neuro organoid-on-a-chip. Its patented organs-on-chip technologies allow the creation of standardized and predictive human *in vitro* models. This allows to anticipate the efficacy of an innovative treatment, to accelerate preclinical research phases, and to reposition compounds on new indications, while limiting animal testing. The use of human neural circuits coupled with multiple cell types opens the way to more personalized medicine as well as faster and more relevant diagnostics. Current application areas include neurological disorders, dermo-cosmetics and toxicology.

### Description

***We are looking for an Inside Sales Specialist to support the sales growth of our Company***

### Your missions

- Managing inbound requests through calls or emails from accounts related to leads and opportunities or quotes for new business.
- Registering leads, qualifying and distributing them.
- Nurturing high-value leads and high potential but dormant customers, either by phone or email.
- Managing selected opportunities, creating quotes or performing follow-up activities as needed.
- Supporting our Business Developer by qualifying prospects, making calls and setting up appointments or conducting necessary research
- Covering the full product portfolio across NETRI
- Achieve the sales objectives set individually and jointly with the Business Developer
- Monitor the progress of projects
- Ensure the necessary CRM reporting to provide visibility on your activity
- Actively participate in actions enabling the structuring, development and profitability of activities

### Profile sought

- Commercial or Scientific Bachelor or Master Degree
- Sales, customer service and/or marketing experience for at least 2 to 3 years
- Must have a hunter mindset and loving closing deals to get bonus !
- Must have excellent people skills to create business link with prospects quickly
- A daring spirit and a preference for work in a fast-paced sales environment
- A confirmed ability and technical acumen to learn our products and sell our solutions – devices, service contracts
- The ability to communicate product knowledge, differentiate from the competition, and solve customer problems
- Inbound or outbound call center experience or worked in an inside sales role before
- Experience using CRM system (Hubspot or Sales force ideally)
- Languages: French and English, German or other language a plus

Are you agile, passionate, and daring? You like to work in a team and share your knowledge?

Do you want to join a dynamic industrial startup with an innovative project that makes sense?

*You are surely the person we are looking for, join the NETRI adventure!*

*Send us your CV and cover letter to: [jobs@netri.com](mailto:jobs@netri.com)*