
If you're a confident go-getter with a passion for science and sales, we've got the job for you!

We're hiring a sales professional to work alongside our charismatic sales team in BC. If you're interested in joining the CARO team and supporting our mission to make the world safer and healthier, please submit your application today. We look forward to hearing from you!

DESCRIPTION: Sales Scientist – Environmental (*Full Time- Hybrid*)

As a Sales Scientist for CARO Analytical Services' growing laboratory network, your main responsibilities will include:

- Sourcing new sales opportunities to achieve sales targets and objectives.
- Responding to incoming inquiries and qualifying potential clients.
- Researching accounts, identifying key players, and generating interest.
- Assessing potential partnerships, new markets, and competitors.
- Maintaining and expanding the database of prospects within the assigned territory through cold calls, visits, and emails.
- Ensuring client needs are understood and addressed in the sales process.
- Preparing quotes and RFP responses.
- Updating CRM with customer intelligence.
- Working closely with other teams, including customer service and operations to ensure a positive customer service experience.

QUALIFICATIONS:

- Degree or Diploma in sciences, business, or related.
- Minimum 3 years of experience in sales or in a science-capacity role. Environmental industry knowledge is an asset.
- Sound judgement, high standards of ethics.
- Tact and diplomacy in handling difficult and sensitive matters.
- Excellent people skills, strong business acumen and relationship-building skills.
- Time management and prioritization skills to meet deadlines and targets.
- Ability to work independently.
- Professional demeanor and strong oral and written communication skills.
- Willing to travel to remote areas to secure new business and attend professional conferences.
- Understanding of applicable regulations in relation to client's needs.

CARO Analytical Services offers attractive potential for career advancement, with competitive remuneration and benefits. If you aspire a career with a thriving, fast paced and growing company with top quality people, consider CARO!

Please email your resume to hr@caro.ca and put "Environmental- Sales" in the subject line.

