

# Belgium Jobs Expertini®

## Sr Sales Development Representative

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Company: Thermo Fisher Scientific

Location: Belgium

Category: other-general

As a Sr. Sales Development Representative, you will support the growth of the Electron Microscopy business within the Materials and Structural Analysis Division, by driving market shares through lead generation and qualification. Intellectual curiosity and passion will provide the opportunity to grow within team, both regionally and globally, as well as across the Thermo Fisher organization. [ **AMEND FOR COUNTRY BENEFITS** US - Benefits include 401k, healthcare and vision coverage, employee assistance program, 24/7 virtual doctor visits, back up children and eldercare, and more! (EXAMPLE)

### **What you will do:**

Explain how our solution meets customer needs which will require extensive research with potential and existing customers

Engage with current customers on new technology and capabilities

Work closely with the sales organization to capture business by providing unique sales strategies & value propositions, especially with high value and complex deals

Maintain relationships with key customers and work to develop them into reference customers to support sales

Organize workshops and site visits targeting new customers

Prospect for new leads in new and/or existing accounts and market segments

Establish and maintain relationships with new customers

Qualify and nurture leads

Perform monthly pipeline reviews

Manage specific campaign roll-outs within the team

Analyze market trends, customer requirements, and competitive strategy, and find opportunities for increasing customer and business value through product positioning and differentiation.

Timely feedback product marketing management about market trends and competitive updates

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### **How you will get here**

#### **Education**

Bachelor's Degree in physical, material sciences, or engineering, and 3 – 7 years of professional experience in a commercial environment will be considered

Experience or exposure to the semiconductor industry preferred

#### **Experience**

Technical support or operation of Electron Microscopy equipment

Sales Development of Capital Equipment highly desired

Direct interaction and support of Semiconductor industry customers

Track record in delivering results and holding self-accountable

Good level of business acumen and commercial excellence

Managing sales strategy

Identify creative and innovative solutions

Build relationships, drive results and make ethical decisions

Demonstrates solution expertise and focus on value creation

Setting up webinars, workshops

Experience with Digital Marketing tools and platforms

### **Knowledge, Skills, Abilities**

Ability to sell strategic and new products to existing and new customers

Ability to synthesize and integrate customer insights, draw conclusions/implications, and translate information into product requirements, portfolio strategies, and business recommendations.

Ability to generate pipeline and business opportunity leads

Ability to increase our market share by generating new business leads

An authentic leader that holds themselves and others accountable

Collaborate with, and nurture strong partnerships with, multi-national and cross-functional matrix teams

Meeting or exceeding pipeline and bookings targets

Work remotely, to flexible patterns, and with the ability to travel up to 50%

Excellent presentation and communication skills

Our Mission is to enable our customers to make the world healthier, cleaner and safer.

Watch as our colleagues explain . As one team of 100,000+ colleagues, we share a common set of values - Integrity, Intensity, Innovation and Involvement - working together to accelerate research, solve complex scientific challenges, drive technological innovation and support patients in need. #StartYourStory at Thermo Fisher Scientific, where diverse experiences, backgrounds and perspectives are valued.

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