

## Company information

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Thermo Fisher Scientific (NYSE: TMO) is headquartered in Waltham, MA, and is the world leader in serving science, enabling our customers to make the world healthier, cleaner and safer. With annual sales of more than \$10 billion, we employ 30 000 people and serve over 350 000 customers within pharmaceutical and biotech companies, hospitals and clinical diagnostic labs, universities, research institutions and government agencies, as well as environmental and industrial process control settings.

Serving customers through two premier brands Thermo Scientific and Fisher Scientific, we help solve analytical challenges from routine testing to complex research and discovery.

Thermo Scientific offers customers a complete range of high-end analytical instruments as well as laboratory equipment, software, services, consumables and reagents to enable integrated laboratory workflow solutions.

Fisher Scientific provides a complete portfolio of laboratory equipment, chemicals, supplies and services used in healthcare, scientific research, safety and education.

Together, we offer the most convenient purchasing options to customers and continuously advance our technologies to accelerate the pace of scientific discovery, enhance value for customers and fuel growth for shareholders and employees alike.

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### **Job title:**

Sales Representative Fisher Scientific

### **Reports to:**

Sales Manager Sweden

### **Location:**

One position in Höllviken, serving South of Sweden

### **Position summary:**

The Sales Representative is responsible for selling Fisher Scientifics products and services to an established territory of accounts. The incumbent will maintain and improve existing customer relations while establishing new accounts. This position will be charged with increasing profitable sales by selling consumables, chemicals, laboratory equipment and capital equipment. He/she will negotiate and close sales, be responsible for operational analysis of customers, pricing and projects.

### **Essential Job Functions and Accountabilities:**

- Proven ability to call on customers in territory assigned, plan schedule, organize and control daily tasks, functions and duties to yield maximum sales results.
- Develop and maintain relationships with research and development customers.
- Exceed sales and profit by maintaining existing customer relations and developing opportunities for growth.
- Monitoring competitive activity within the territory.
- Develop a high level of expertise regarding Fisher Scientific product line.
- Travels throughout assigned territory to meet customers. Also travel as needed for sales meetings, training and tradeshow, app 30% of the time.
- Attends tradeshow and represents company as requested by the Sales Manager.

**Educational Qualifications:**

- Bachelors Degree in Biology, Bioscience. BMA or other related field.
- Driving Licience

**Experience Qualifications:**

- 2-5 years experience in laboratory environment working with laboratory instruments and/or knowledge of laboratory products and procedures, preferably within Life Science.
- Experience in sales and marketing within the industry or other related areas.
- The qualified candidate should be competitive and have the desire to excel in a fast paced sales environment.
- Strong analytical skills.
- Demonstrated success in forming interdepartmental relationships.
- Good skills in oral and written communication both in Swedish as well as English.
- Ability to operate independently, with initiative and good business judgment.
- Strong organizational and time management skills.
- Experience within company or other life science competitor preferred.
- Good skills in MS Office

Please apply before April 19<sup>th</sup> by sending your CV and an introduction letter to Ulrika Jansheden, [ulrika.jansheden@thermofisher.com](mailto:ulrika.jansheden@thermofisher.com)

If you have questions regarding the position please contact Tommy Silverborn, telephone 031-352 32 02