

SALES & CUSTOMER SUPPORT – RESTON, VA (USA)

(Job Id EV2002-01)

Evolva... bringing sustainably sourced, next-generation health, wellness, and nutrition ingredients to the world.

Our lead ingredients are resveratrol for healthy aging products, a great-tasting zero-calorie stevia sweetener to help food and beverage producers replace sugar, and a novel prevention approach to help protect people and pets against the biting pests that transmit diseases like Lyme disease and Zika virus. Further, we are active in the flavors & fragrances market with two ingredients.

More information on our approach to work life can be found on our website:

<http://www.evolva.com/about-evolva/>

Job Description:

Evolva has a new opening for an entry level Sales & Customer Support person to assist the sales team in supporting customers. This position will provide office-based assistance for our customers and distributors including follow up on enquiries and sales leads.

You will report to the Senior Vice President, Protection.

Specific Responsibilities:

- Assist in selling, promoting and marketing our NootkaShield™ product
- Validate and follow up on sales leads from USA following trade shows and lead generation activities, where necessary providing technical and marketing documents bringing in the support of our regulatory and applications departments
- Help manage the sales process for our direct customers by creating new opportunities and assist in driving them to a sale
- Provide support to the sales team for our Key Accounts
- Work closely with our global distributors, providing support and training
- Help customers and distributors understand the efficacy evidence and unique characteristics of NootkaShield™
- Develop a strong understanding of our products, our customer's needs and buying decisions
- From time to time travel to tradeshow as part of the commercial team
- Be the link between the office in US and corresponding role based in Reinach, Switzerland

Ideal Candidate Possesses:

- A technical background or science degree (the post could suit someone transitioning from a technical role to a commercial role and sales training will be provided)
- 1-4 years sales experience in one of the following industries: Pest control, Pharmaceuticals, Animal Health
- Fluent oral and written English, other languages desirable but not required

The right candidate will be a strong self-starter, well organized and motivated with excellent communication skills.

An ability to learn fast and to be able to take the initiative spotting needs and working to solve them is extremely important for this role.

The role offers the right candidate the potential to develop new skills and acquire broad experience within a fast-growing, exciting Commercial team.

Location: Reston (VA), USA

Workload: 100%

What Evolva Offers: Competitive compensation & benefits

To apply submit your application online at <http://www.evolva.com/join-us/>

Application deadline: March 31, 2020

Please provide your CV and cover letter in English.

Please note:

Applications received from recruiters and other consultants will only be accepted and evaluated if upon the time of submission the recruiter/consultant has entered into a specific agreement with Evolva concerning such submissions.