



We are looking for new teammates!

This is us

In 2020, VOI, BioMedtrix and KYON have joined forces and form a leading global veterinary orthopedic group – Movora - that complement and strengthen each other. Collectively, we now serve more than 50 markets around the world.

Movora is a global company focused on the advancement of animal health. Rooted in veterinary orthopedics, Movora's foundation is built on three decades of advancements in animal mobility. The group utilizes legacy expertise to deliver a broad range of innovative products by bringing together key leaders in veterinary medical technology to deliver progressive solutions.

Movora embodies a philosophy of always caring. Anticipating consumer needs and offering reliable solutions, alongside education, provide our customers value beyond product. We are proudly forward thinking. We prioritize reinvention, individuality, and always making the next leap in innovation.

To strengthen our position in the veterinary orthopedics market and to accelerate the success of our fast-growing company, we are looking for an Inside Sales / Customer Service Specialist for our office in Zurich

Inside Sales & Customer Service Specialist 80-100%

Your mission	<ul style="list-style-type: none">▪ The Inside Sales Specialist is responsible for making contact via phone and email to new and existing customers to understand their needs and requirements and make recommendations for additional products to grow the business and achieve sales budgets▪ Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails▪ Research accounts, identify key players and generate interest▪ Perform effective online product demonstrations to prospects▪ Route qualified opportunities to the appropriate external sales company for further development and closure▪ Assist the external sales team with designated administrative assignments, coordination of customer needs (e.g. marketing materials, written estimates, samples, etc.)▪ Support the customer service team by promptly answering inbound customer calls, provide solutions for customer to ensure a high-level customer experience, manage inbound orders (data entry, processing of paperwork, follow-ups) based on customer's needs, perform onboarding of new customers (e.g. e-commerce introduction), enter and maintain pricing schemes for different markets, etc.▪ Build sustainable relationships of trust through open and interactive communication in a timely fashion
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	<ul style="list-style-type: none"> Utilize Movora's ERP system (Microsoft Business Central) and CRM tool (Hubspot)
Qualifications	<ul style="list-style-type: none"> Bachelor's degree and/or equivalent experience in a related profession 2+ years' experience in a selling role, inside sales experience, demonstrated sales results (preferably in a medical or veterinary setting) Track record of over-achieving sales budgets Proficient in Microsoft Office Products, ERP and CRM systems
Your skills and professional experience	<ul style="list-style-type: none"> Hands on Mentality with strong client-facing skills, such as strong phone contact handling skills and active listening Excellent communication skills in English (oral and written) and good skills in German, any additional language is a plus Proficient with corporate productivity and web presentation tools Problem solving and analysis along with the ability to maintain calm under pressure A thorough knowledge and understanding of company and products offered Ability to multi-task, prioritize, and manage time effectively <p>An open, communicative personality, who likes to work in a multicultural team</p>
We offer you	<ul style="list-style-type: none"> A highly diverse field of activities – no day is the same A young team with flat structures that appreciates open, cooperative exchanges and supports each other An environment where everyone thrives for better solutions and can achieve their full potential The opportunity to take responsibility and becoming an integral part of Movora's future success A workplace in the city of Zurich with good public transport connections
	<p>We are looking forward to receiving your informative application including a motivation letter per email to: patricia.kaelin@kyon.ch</p>



