

Founded in 2012 in Brussels, **Altertox** is a SME active in the promotion and development of cutting-edge alternatives to animal testing also called **new approach methodologies** (NAM). As a leading innovator, they help their clients to implement a real NAM strategy and so be prepared for the phasing in of NAMs in science by 2026.

Find out more about the company on their website: <https://academy.altertox.be/>.

In order to strengthen Altertox's team, we are looking for a Sales Representative:

# Sales Representative – Alternative to Animal Testing (M/F)

## RESPONSIBILITIES

In this exciting role, you will play a key part in propelling NAMs into daily processes of food, cosmetic, pharmaceutical and life science companies in order to make them ahead of the future EU and US compliance.

You will be responsible for:

- Prospecting and qualifying potential clients within the pharmaceutical, cosmetic, food and life science industries.
- Building strong relationships with key decision-makers.
- Communicating the needs and benefits of alternative testing methods.
- Negotiating and closing sales contracts.
- Exceeding assigned sales targets and quotas.
- Providing exceptional customer service and technical support.
- Reporting sales to the CEO.

## PROFILE

- Experience with B2B Sales.
- Minimum of 5 years of successful sales experience, preferably in the pharmaceutical (preclinical) sector or cosmetic, food and life science industries.
- A results-oriented mindset with a proven track record of exceeding sales goals.
- Passionate about scientific progress and animal welfare.

- A good understanding of the ethical and regulatory landscape surrounding animal testing.
- Excellent communication, presentation, and interpersonal skills.
- The ability to build trust and rapport with clients at all levels.
- Strong organizational skills and the ability to manage timely multiple priorities effectively.
- Willing to travel

## OFFER

- A collaborative and supportive work environment.
- The opportunity to make a real difference in the advancement of scientific research.
- The chance to be part of a company at the forefront of a rapidly growing field.
- A competitive salary and benefits package.

## INTERESTED ?

We encourage you to submit your resume and cover letter for consideration to [nancy@altermox.be](mailto:nancy@altermox.be) before 15 May 2024.

Please note: Only shortlisted candidates will be contacted.

YOUR APPLICATION AND  
RELATED INFORMATION WILL REMAIN  
STRICTLY CONFIDENTIAL.