2014-1954 REGIONAL SALES MANAGER NORTHEAST

BRUKER

BILLERICA ,MA

As one of the world's leading analytical instrumentation companies, Bruker covers a broad spectrum of advanced solutions in all fields of research and development. All our systems and instruments are designed to improve safety of products, accelerate time-to-market and support industries in successfully enhancing quality of life. We've been driving innovation in analytical instrumentation for 50 years now. Today, worldwide more than 6,000 employees are working on this permanent challenge, at over 70 locations on all continents.

Bruker Daltonics has an opening for a Regional Sales Manager based in our Billerica, MA headquarters. The Regional Sales Manager will manage a focused sales team, in close cooperation with the product specialist and application resources that are available, to maximize sales opportunities for Life Sciences and Chemical and Applied Markets throughout the assigned US region (Northeastern USA).

RESPONSIBILITIES:

Manages, mentors, develops and establishes targets and goals for the sales force in the specified region with direct supervision for four (4) local area field sales representatives.

Develops strategies and is accountable for the region to meet or exceed defined sales volume goals.

Ensures that the sales process works smoothly from the lead generation and qualification, sales funnel management, demo set-up, closing, placement of instruments, including careful usage of Product Specialists / applications & demonstration / service resources.

Assists and mentors field sales representatives to effectively manage their local regions, and helps in identifying and closing deals, focusing attention on key accounts and also provides a conduit to feedback info to marketing / sales / service / apps and logistics.

Travels with field representatives regularly (several days / month each rep), to assist and also monitor progress in specific regions.

Organizes regular regional sales meetings and phone calls, territory-specific events (eg Sales "Roadshows" with Marketing backup).

Communicates regularly with Sr. Management and provides a detailed monthly report of activities performed, along with an accurate monthly sales forecast, (Anticipated POs for that specific quarter, with a 3 – 6 month outlook beyond this and also a separate 1 year rolling units forecast to be provided quarterly for production planning), NOB statistics and competitive information and won / lost POs.

Prepares and manages a resource requirement list for Product Specialists, demos etc.

Organizes the local-level sales strategy to maximize prospective customer awareness, sales opportunities and existing customer satisfaction for referrals in each territory.

QUALIFICATIONS:

Bachelor's degree in Chemistry, Biology, Molecular Biology or related discipline or equivalent experience required. Advanced degree and/or business degree is a plus.

Minimum of 5 years' experience, with demonstrated success, in Sales and Sales Management of Sellers of Capital Equipment required.

Working knowledge and experience with WIN, Office, Outlook, CRM Tools.

Other Skills and Abilities:

Excellent oral and written communication, interpersonal skills, and demonstrated ability to work in a team environment;

Excellent presentation and organization skills.

Ability to decide priorities in a rapidly changing commercial environment.

Other Qualifications:
Self-motivation is essential as is a willingness to work with others toward a shared goal.

Ability and willingness to travel as travel is required.
Valid driver's license is required.

Bruker Corporation offers a comprehensive and competitive benefits package including medical, dental, 401(k), paid vacation, holidays, and tuition assistance (as applicable).

Bruker is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, religion, sex, national origin, disability, veteran status, and other protected characteristics.

PLEASE APPLY CLICK LINK: https://englishcareers-bruker.icims.com/jobs/1954/regional-sales-manager---northeastern-us/job?mode=view&mobile=false&width=940&height=500&bga=true&needsRedirect=false&jan1offset=-300&jun1offset=-240