

# Senior Sales Manager - Mass Spectrometry (MS), WEST

## San Francisco bay area

VRS Recruitment is seeking a **Mass Spec Sales Manager** responsible for the **Western U.S. territory** and **based in the San Francisco Bay area**. You will be responsible for managing/mentoring a team of sales reps. throughout **CA, OR, WA, HI, & AK**. Our client provides a wide range of MS instruments and application solutions within proteomics, metabolomics, biopharmaceutical, pharmaceutical, and molecular imaging market areas.

### Primary Responsibilities:

- Oversee 3 sales managers focused on West coast states; travel is ~50%
  - spend 2-3 days per month with each team member, providing sales mentoring and guidance
- Manage West coast demonstration/application facility and scientific staff
- Promote MS system solutions in the Life Science & Chemical Analysis markets supporting customer-facing sales and marketing efforts
- Identify new market opportunities to introduce products and services
- Forecast territory targets for reps and US Sales Manager
- Ensure sales targets are met or exceeded

### Candidate Qualifications:

- Minimum of BS in Chemistry, Biochemistry, or Life Sciences
- 5+ years sales management experience ideally in capital equipment
- SALES experience in analytical instrument sector is highly sought!
- Versatile, dynamic, and proactive personality with a desire to foster long term relationships with customers
- Strong presentation and communication skills

### Compensation:

- \$120k annual base; negotiable for exceptional candidates
- \$70,000+ bonus once team target is met
- Monthly vehicle reimbursement for all travel related expenses
- Comprehensive & competitive benefits package

## APPLY NOW!

If this role is of interest to you, and your background is suitable, please email your resume in WORD format to [eberner@VRS-US.com](mailto:eberner@VRS-US.com)

For further details or related opportunities contact VRS Recruitment:

[info@VRS-US.com](mailto:info@VRS-US.com)

[www.VRS-US.com](http://www.VRS-US.com)

Due to the volume of responses, only qualified candidates will be contacted.

Feel free to forward this message to other qualified colleagues looking for similar opportunities.

Thank you, & Be Well!

-Evan Bernier, Ph.D. (U.S. Business Development Manager)

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***VRS (Vantage Resourcing Solutions, LLC) combines Recruitment and Analytical Chemistry expertise to provide an efficient and focused service to client and candidate alike. Our high level of quality service and technical expertise has secured our reputation as a premier supplier of **Mass Spectrometry** and **Analytical Chemistry** Recruitment Solutions.***

Keywords: Sales, sell, customer, account, senior manager, specialist, representative, chemistry, separations, liquid chromatography, HPLC, LC-MS, LC/MS, MS/MS, mass spectrometry, mass spec, MS, high resolution, quantitation, informatics, Pharma, pharmaceutical, biopharma, biotech, instrumentation, instrument, vendor, purchase, commission, proteomics, metabolomics, imaging, microbiology, San Francisco, SF Bay, California, Oregon, Washington, Alaska, Hawaii, regional, supervisor