

Field Sales Rep - Chromatography Consumables (New England / Boston)

Massachusetts

Gas Chromatography (GC) Business Development Manager

Do you have an interest or background in sales and technical expertise in Gas Chromatography? Our client is seeking a BD Manager responsible for selling chromatography related peripherals into analytical labs across the country. This position is based in the Greater Boston area at the North American HQ for an internationally recognized supplier of lab equipment.

Primary Responsibilities

- Promote sales of capital equipment to analytical labs using GC, GC/MS
- Serve as product expert for GC customers and applications, supporting field sales team as needed
- Build and maintain strong relationships with customers covering a variety of markets
- Identify and engage potential customers and devise presentation strategies
- Meet and/or exceed sales goals and targets; submit reports and forecasts to management
- Travel ~50%

Primary Qualifications

- Strong customer relationship skills and excellent communication and presentation skills
- Motivated and competitive personality with a desire to surpass goals
- Background in, and working knowledge of, Gas Chromatography (GC) using various detectors
- Minimum of a B.S. degree in Chemistry or related field
- 3+ years of sales experience a PLUS!

Compensation

- Base of \$80k+ for qualified candidates; OTE ~120k for exceptional candidates
- 6-8% annual bonus
- Car allowance & full travel expenses paid
- Laptop / phone
- 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

For further details or related opportunities contact VRS Recruitment:

info@VRS-US.com

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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Keywords: GC, gas chromatography, mass spectrometry, mass spec, GC-MS, GC/MS, GC-MS/MS, product specialist, sales, business development, field, analytical chemist, applications, chemistry, key account manager