

LOCATION: Field Sales Boston Massachusetts

Position Overview:

- Provide Mass Spectrometry sales expertise with regard to market, applications and competition.
- Achieving or exceeding sales quota.
- Conduct effective customer presentations/seminars.
- Grow prospects and pipeline
- Attend and support local technical shows and mass spectrometry related discussion groups.
- Partner in the territory with local service and other support staff to ensure total customer solution and satisfaction.
- Accelerate growth for new products and emerging applications.
- Timely and accurate forecasting and sales pipeline generation is critical with regular weekly updates into Salesforce.com.

Position Requirements:

- Domain working knowledge in Mass Spectrometry.
- Minimum of Bachelor's degree in a science major.
- 3-5 years of successful capital equipment sales experience.
- Able to effectively develop knowledge of accounts and key customers in the territory and have the ability to interpret customer's needs and identify solutions.
- Experience and knowledge with typical customer applications .
- Ability to relate to and understand customer needs and SCIEX product lines.
- Understands the sales life cycle, process and value added selling for Mass Spectrometry.
- Must travel within territory to customer accounts, and quarterly/annual sales meetings at various locations.
- Able to respond quickly to competitive situation and influence customer buying decisions.
- Possess strong communication and presentation skills.
- Demonstrates strong initiative; willingness to take ownership for results.