

Business Development – Scientific Equipment and Service

Massachusetts

Are you a 'hungry' technical sales person? If so we have an exciting opportunity to be the master of your own destiny and successfully grow an established Massachusetts based analytical chemistry equipment and service provider. You will be tasked with increasing sales of service contracts and pre-owned analytical equipment (Chromatography, Mass Spectrometry and associated automation instrumentation) primarily throughout New England, NJ and NY with the option of a greater geographical territory. Working for a privately-owned organization you will have the opportunity to directly affect the business and ultimately be responsible for your own success.

Primary Responsibilities:

- Promote Chromatography, Mass Spectrometry & Automation instrumentation service contracts as well as selling pre-used equipment
- Identify potential customers and devise presentation strategies for products
- Close sales and complete all other sales functions
- Build and maintain strong relationships with customers
- Meet or exceed targeted sales goals

Candidate Qualifications:

- At least 3 years scientific sales experience with a proven track record of achieving goals and financial targets
- Versatile, dynamic, and proactive personality with a desire to foster long term relationships with customers
- Confident and outgoing personality with an ability to find opportunities everywhere!
- Excellent presentation and communication skills (verbal and written)

Compensation:

- Base of around \$70k + excellent commission (\$25-50k) uncapped
- Millage reimbursement above IRS rate
- Heavily subsidized healthcare

APPLY NOW!

If this role is of interest to you, and your background is suitable, please email your resume in WORD format to apply@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)

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: LCMS, LC/MS, LC-MS/MS, GC-MS, GCMS, liquid chromatography, gas chromatography, mass spectrometry, Business Development, Medical Devices, Life Science, Chemistry, Biology, Mass Spectrometry, Instrument Vendor, headspace, thermal desorption, Customer, Client, capital equipment, equipment, consumables, service, Massachusetts, New Hampshire, Vermont, Maine, Connecticut, Rhode Island, New York, New Jersey