

# Field Sales Representative – Scientific Consumables

## New Jersey

Fantastic opportunity to move away from the lab and into the exciting world of scientific sales! We are seeking an outgoing and confident analytical chemist to provide analytical laboratory consumables throughout PA, DE & MD – ideally from a south NJ base. Utilizing your expert knowledge of high throughput analytical chemistry from your time in the lab, you will work with customers to provide a consultative service and ensure their continued success, by doing so you will add to the exemplary reputation your employer has built up over a number of decades. Applications are also invited from current scientific sales professionals looking for an exciting new challenge!

### Primary Responsibilities:

- Promote Chromatography and Separation system solutions with expert product knowledge and technical proficiency
- Identify potential customers and devise presentation strategies for products
- Close sales and complete all other sales functions including demo, training, reporting, and some technical support
- Build and maintain strong relationships with customers
- Meet or exceed targeted sales goals

### Candidate Qualifications:

- Minimum of a B.S. in a scientific discipline.
- 12 months hands on experience with LS/MS for high throughput analytics, ideally drug metabolism/DMPK (other high throughput industries considered)
- Versatile, dynamic, and proactive personality with a desire to foster long term relationships with customers
- Confident and outgoing personality with an ability to take criticism and learn from it!
- Excellent presentation and communication skills (verbal and written)

### Compensation:

- Base of up to \$50k + % of everything you sell (25-50k)
- Expensed car
- Heavily subsidized healthcare
- Fantastic opportunity to enter scientific sales!!!

## 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](mailto:apply@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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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, New Jersey, Delaware, Pennsylvania, Maryland