

# Scientific Software Sales Specialist

## Boston Area

Fantastic opportunity to join one of the key players in the analytical instrumentation market, growing the market for a new informatics software package.

### Primary Responsibilities

- Identify customers and sell new informatics packages to a vast and active install base throughout the Americas and in all market segments
- Forging relationships with KOLs (key opinion leaders), internally and externally, to ensure the product is fit for purpose and guaranteeing its success in the future
- Presenting to external customers at all levels of seniority and closing sales of subscription based informatics software
- Working with the developers and management team to advise on customer trends and plan sales activities accordingly

### Primary Qualifications

- Minimum of a BS degree in a relevant Scientific or IT discipline
- You must have previous experience (2+ years) selling scientific software, informatics would be a massive plus!
- You must be an ambitious sales professional, looking to establish themselves as a key member of a successful new team within an established and well respected scientific instrumentation manufacturer

### Salary / Benefits

- \$100-130k package + car
- Excellent Health Insurance
- Real potential for career development (management etc)

## 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)

---

***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: Analytical Chemist, LC/MS/MS, liquid chromatography mass spectrometry, Agilent, Waters, Sciex, Perkin Elmer, PE, analytical services, mass spectrometry, instrumentation, LC-MS, GC/MS, GC-MS/MS, informatics, software, sales, business development, key account manager, Boston, New Jersey, Bay Area, CA, NJ, MA