

Biopharmaceutical Sales – HPLC/MS

Northeast US

VRS is currently recruiting a Biopharmaceutical Sales Representative for an internationally respected instrument vendor specializing in LC/MS technologies. Candidates should have an advanced understanding of biopharmaceutical characterization by mass spectrometry and a thorough knowledge of industry trends.

Primary Responsibilities:

- Serve as Subject Matter Expert (SME) for Biopharma analytical solutions and sell directly to Key Opinion Leaders (KOL) in the market
- Define market opportunities for current and new LC/MS instruments, specifically for the characterization of Biopharmaceuticals
- Develop new business and enter competitive accounts; foster customer partnerships and collaborations
- Keep current on market trends and potential future changes, especially those related to regulatory changes
- 50+% travel throughout NJ, NY, CT, RI, MA, NH, ME, VT

Candidate Attributes and Qualifications:

- Minimum of BS in Science (Chemistry or Life Sciences preferred) w/ 5+ years in the Biopharmaceutical or Analytical Instrument industry; M.S. or Ph.D. in related field preferred
- Previous field sales or marketing experience highly advantageous
- Effective team-work and networking skills with employees and customers of various disciplines, cultures, and skill levels
- Excellent presentation and communication skills; comfortable presenting at company meetings and industry conferences

Compensation

- Highly competitive salary + sales bonus
- Fully expensed car
- Medical/dental/vision insurance

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)

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: Business Development, Account manager, Sales, sell, customer, account, specialist, representative, chemistry, separations, liquid chromatography, HPLC, LC-MS, LC/MS, MS/MS, Applications Chemist, Applications Scientist, mass spectrometry, mass spec, MS, high resolution, quantitation, informatics, Pharma, pharmaceutical, biopharma, biotech, instrumentation, instrument, vendor, purchase, commission, proteomics, metabolomics, imaging, microbiology, Quadrupole, Time of Flight, TOF, Ion Trap, Orbitrap, Boston, Cambridge, New York City, Analytical chemistry jobs, mass spectrometry jobs, chromatography jobs, chromatography recruitment, LC/MS jobs, LC/MS recruitment, Analytical Chemist, Mass spectrometrist, LC/MS chemist, mass spec jobs, mass spec recruitment, analytical instrumentation jobs, Biopharmaceutical, Biologics