

# **Regional Sales Manager – Separations Instrumentation (NORTHEAST)**

## **New England**

VRS Recruitment is seeking a Regional Sales Manager responsible for the Northeast territory and based in Massachusetts. Our client provides a wide range of analytical instruments and application solutions within many market areas. You will be responsible for managing/mentoring a team of sales reps. throughout New England and parts of New York.

### **Primary Responsibilities:**

- Manage a sales team (10 direct reports) focused on the Northeast
- Spend one on one time with each team member, providing sales mentoring and guidance
- Promote system solutions in the Life Science & Applied markets supporting customer-facing sales and marketing efforts in your territory
- Identify new market opportunities to introduce products and services
- Forecast territory targets for reps and Sales General Manager
- Ensure sales targets are met or exceeded for your territory

### **Candidate Qualifications:**

- Minimum of BS in Chemistry, Biochemistry, or Life Sciences
- 2+ years sales management experience ideally in capital equipment
- SALES experience in analytical instrument sector is highly sought!
- Versatile, dynamic, and proactive personality with a desire to foster long term relationships with customers
- Strong presentation and communication skills

### **Compensation:**

- Competitive base salary
- \$65k bonus once territory target is met
- Company car and all vehicle expenses (including gas) covered
- Comprehensive & competitive benefits package (including stock plan)

## 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](mailto:eberner@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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***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: Sales, Business Development, Management, Manager, HPLC, UHPLC, liquid chromatography, Analytical chemistry jobs, mass spectrometry jobs, analytical chemistry recruitment, mass spectrometry recruitment, chromatography jobs, chromatography recruitment, Analytical Chemistry recruiter, Mass Spectrometry recruiter, Mass Spec recruiter, Chromatography recruiter, LC/MS jobs, LC/MS recruitment, LC/MS recruiter, Analytical Chemist, Mass Spectrometrist, LC/MS chemist, mass spec jobs, mass spec recruitment, mass spec recruiter, cannabis chemistry jobs, cannabis chemist jobs, cannabis chem jobs, clinical toxicology jobs, clinical tox jobs, proteomics jobs, clinical recruiter, clinical tox recruiter, clinical jobs, field service engineer, FSE jobs, analytical instrumentation jobs, analytical instrumentation recruiter, analytical instrumentation recruitment