

Customer Account Manager – LC/MS Instrument Vendor

Boston, MA

Salary - \$100k+

Are you a skilled sales professional in the field of chromatography or mass spectrometry? Are you a scientist with experience in customer relations and support looking for a career change?

VRS is currently recruiting a Customer Account Manager in the Greater Boston Mass. area for a major instrument vendor. You will be working for a corporation who is pushing the limits of technology and scientific innovation in the fields of chromatography and mass spectrometry. This position focuses on expanding the current customer base within the sales territory for opportunities related to Mass Spectrometry, Separations, Informatics, & Service.

Primary Responsibilities Include:

- Promoting all products and services (HPLC, UHPLC, High Volume Mass Spectrometry, Informatics, & Service) in existing market segments
- Establishing and developing strong relationships with customers in Pharma, Clinical, Food, Environmental, Forensics, and Chemical Materials markets
- Identifying new market opportunities to introduce our products and services
- Reporting to Northeast Regional Manager; ensuring sales targets are met or exceeded
- Occasional overnight travel: Sales Territory includes Greater Boston and parts of Southern New Hampshire & Maine

Candidate Qualifications:

- Minimum of BS/BA in Chemistry, Biology, or Life Sciences
- 2+ years experience in one of the above market industries (preferably Pharma)
- SALES experience in HPLC and/or Mass Spec is highly sought!
- Versatile personality with a desire to foster long term relationships with customers
- Strong presentation and communication skills
- Cooperative and self-motivated working style

This is a permanent full time position. All applicants with a suitable background and drive to succeed are encouraged to apply at www.VRS-US.com or email your CV to ebernier@VRS-US.com

Keywords-

Sales, sell, customer, account manager, representative, chromatography, chemistries, CRM, separations, liquid chromatography, HPLC, UHPLC, UPLC, LC/MS, MS/MS, mass spectrometry, mass spec, informatics, service, SFC, SFE, Pharma, pharmaceutical, instrumentation, instrument, vendor, purchase, commission