

Chemistry Sales Rep.

Cambridge, MA

Salary - \$100k+

Do you have an understanding and interest in chromatographic theory and applications from small to large molecules? Do you have solid communication skills and a desire to work directly with customers in a sales-related capacity?

VRS is currently recruiting a Chemistry Sales Specialist in the Cambridge, 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. The position focuses on supporting existing customer accounts and working to identify and acquire new accounts within the sales territory. You will provide technical knowledge on a wide range of Chemistry and consumable products such as chromatographic and SPE columns.

Primary Responsibilities Include:

- Providing customers with technical advice while maintaining a focus on maximizing sales potential
- Preparing and delivering on-site workshops and seminars for customers and potential customers
- Working closely with Account Reps. and other Sales Specialists to increase sales within existing accounts and to establish new accounts
- Meeting quarterly/annual sales targets and margins
- Reporting account statistics and information via CRM tools
- Attending industry trade shows and conferences

Candidate Qualifications:

- Minimum of BS/BA in Chemistry or related field with advanced training in separations theories
- 2+ years lab work in HPLC and method development (protein/peptide assays, UHPLC, and/or mass spectrometry experience a PLUS)
- Presentation and communication skills (SALES experience is highly sought)
- Cooperative and self-motivated working style
- Valid Driver's License

This is a permanent full time position for which all applicants with an appropriate scientific background, enthusiasm, and willingness to learn are encouraged to apply at www.VRS-US.com or email your CV to eberner@VRS-US.com

Keywords-

Sales, representative, chromatography, account, Chemistry, CRM, consumable, separation, liquid chromatography, HPLC, UHPLC, UPLC, LC/MS, column, SPE, stationary phase, mass spectrometry, mass spec, protein, peptide, biomolecule, biotech, specialist, instrumentation, instrument, method development, vendor, purchase, commission, applications, engineer