

# **Field Sales Representative – Mass Spectrometry (LCMS)**

## **Massachusetts**

Are you a skilled sales or technical sales professional in the field of **Mass Spectrometry (MS)**? VRS Recruitment is urgently seeking a **Mass Spec Field Sales Rep** for our client, a world-renown provider of MS instrumentation. The individual will be responsible for the sales of MS instruments and application solutions within the life science market area.

### **Primary Responsibilities:**

- Cover the **NEW ENGLAND** sales territory centered in **Massachusetts**.
- Promote LC/MS, LC/MS/MS, & MALDI system solutions with expert product knowledge and technical proficiency
- Identify potential customers and devise presentation strategies for products
- Close sales and complete all other sales functions including demo, install, training, and reporting, and technical support
- Build and maintain strong relationships with customers
- Meet or exceed targeted sales goals

### **Candidate Qualifications:**

- Minimum of a B.S. in Chemistry or Biochemistry (or closely related field). Advanced degree is preferred!
- 5+ years of LC/MS/MS instrumentation experience
- Versatile, dynamic, and proactive personality with a desire to foster long term relationships with customers
- Sales experience in the instrumentation sector is highly sought!
- Excellent presentation and communication skills (verbal and written)

### **Compensation:**

- Minimum \$80,000 base salary with over \$150k total compensation for successful reps!
- 401K and profit sharing
- Company car
- Benefits package

## APPLY NOW!

If this role is of interest to you, and your background is suitable, please email your resume in WORD format to [ebernier@VRS-US.com](mailto:ebernier@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: Mass Spectrometry, Mass Spec, MS, LC, LC/MS, LCMS, Sales, Sell, Customer, Client, Account, Relationship, Manager, Specialist, Representative, Chemistry, Separations, Liquid Chromatography, LC-MS, MS/MS, MALDI, high resolutions, Pharma, Pharmaceutical, Biopharma, Biotech, Life Science, Instrument, Instrumentation, Business Development, triple quad