

TITLE: Mass Spectrometry Sales Position

LOCATION: Montreal, QC

OVERVIEW: Company offering high end chromatography - LC/MS - GC/MS - to the marketplace requires an analytical instrumentation technical sales specialist with Quebec responsibility and ability to travel to customer sites and attend meetings as needed. Home based.

DESCRIPTION:

- Direct sales of bioanalytical equipment - mass spectrometers and other higher end analytical instrumentation.
- Work closely with sales team to provide potential and existing clients with pertinent information, demos, presentations, seminars.
- Ability to ensure that clients understand the value their product(s) provides in terms of the range and sensitivity of analytical and/or bioanalytical capability related to customer requirements - general chemistry analyzers, as well as mass spectrometry.

REQUIREMENTS:

- BS/MS/PhD Analytical or Bioanalytical Chemistry or related strongly preferred.
- 2 to 10 years' Mass Spec sales (product management /marketing/service) experience - local QC marketplace ideal.
- Sales calls, presentations, demos; hands-on experience, with actual working knowledge of equipment.
- High energy type individual, team player, great English (and French, if possible) communication and computer skills.
- Ability to travel throughout QC, to the USA, and hold local driver's licence.
- Base + commission + car allowance, commensurate with experience.

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