

East Coast Sales Representative; CAMAG Scientific, Inc

Hiring organization

CAMAG Scientific, Inc.;
<https://www.camag.com/>

Description

Job Description – Camag Scientific, Inc. (located in Wilmington, NC) is a subsidiary of and exclusive North American distributor for CAMAG (located in Muttenz, Switzerland). CAMAG is the world leader in instrumental Thin-Layer Chromatography (TLC/HPTLC), and provides high-end instruments, tools, and concepts for TLC/HPTLC. Additionally, CAMAG supports clients with training, technical and laboratory services. Camag Scientific (CSI) has a need for one or two East Coast Sales Representative(s). They will market and sell TLC/HPTLC products and concepts to customers in the Eastern US. In addition to selling the CAMAG product line, they provide customer support and manage their territory/customers as a business with responsibility for profit and revenue growth as defined by the CEO of CAMAG.

Date posted

January 9, 2023

Responsibilities – · Responsible for creating and developing specific account and territory strategies while promoting the sale of all company products and services within the assigned territory.· Schedule visits to current and prospective clients/customers; set-up demonstrations and seminars.· Serve as a channel of information to CSI about customers, markets, and competition. Receive guidance concerning markets, prices, products, deliveries, and competition from CSI.· Act as company consultant for problems, and provide initial support to solving those problems related to company products or instrumentation.· Maintain positive relationships with CSI/CAMAG colleagues for customer service and/or technical support.· Make sales calls; demonstrate instruments/products; represent CSI in the field and sell instruments/products.· Attend seminars and tradeshows as required.· Qualify sales leads, answer inquiries, and maintain accurate records of activities.· Attend sales phone conferences with CSI main office; maintain an up-to-date database of clients/customers for opportunity pipeline management, forecasting, and CRM purposes.· Provide instrument installation and qualification services to customers as needed.· Performs other duties as assigned.

Qualifications – · Bachelor's Degree in Chemistry/Biology/Physical Sciences, or equivalent experience required. Advanced degree is a plus. Analytical working experience is a plus.· 2+ years sales experience preferred selling capital equipment, preferably in the analytical instrument market.· Working knowledge of Thin-Layer Chromatography or other chromatography technique (HPLC, GC and/or Mass Spectrometry).· Effective interpersonal and listening skills.· Accurate forecasting ability.· Ability and willingness to travel daily with some overnight travel (up to 50%), occasional international travel required (to visit CAMAG's office in Switzerland). A valid passport is needed.· Excellent organizational, time management and multi-tasking skills.· Ideally, the position is based in Wilmington (NC) or at an Eastern US city close to an airport. This position is not approved for relocation assistance and a valid driving license is

required.

Contact – Dr. Markus Wyss, tlc@camag.com

Post End Date – 01/27/2023

Contacts

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