

Job Opportunity Notice

Job Title:	Microbiology Sales Specialist	Posting Date:	4/01/2021
Work Location:	Norwood, MA		
Department:	Sales		
Reports to:	VP, North America Sales	FLSA Status:	Exempt

Summary:

An integral part of the Advanced Instruments team, the Microbiology Sales Specialist will be responsible for selling the Advanced Instruments Anoxomat. In this exciting role, the Microbiology Sales Specialist will work directly with existing and prospective customers to identify their needs, deliver product demonstrations, and provide exceptional product support. The primary objective will be to meet or exceed sales objectives within acceptable profit goals.

The successful candidate will possess strong organizational and time management skills. They will be self-motivated, energetic, charismatic, adaptable to change and have a willingness to learn. They will also have a high level of commitment and initiative, a desire to make a difference and be a proven team player.

Essential Functions:

1. Responsible for all aspects of the sale including lead qualification, virtual and on-site product demonstrations, quotations, negotiations, and post-sale follow up.
2. Achieves sales plan.
3. Initiate outbound calling plan to generate product interest.
4. Maintains a high level of consultative sales skills, product and application methodology knowledge with associated features and benefits required to convert customer needs to sales.
5. Develops and maintains effective time and account management practices.
6. Maintains accurate and timely data in the CRM.
7. Responsible for providing regular and accurate forecast information for the territory in the CRM.
8. Participates in or supports local, regional and national shows as requested.
9. Conducts demonstrations, coordinates installations and customer training.
10. Builds relationships with procurement departments to streamline the approval processes.
11. Develops key internal relationship with Marketing to ensure collaboration and alignment for effective selling strategies.
12. Responds to problems or complaints that arise in accounts, either by personal action or by securing the assistance and support from others in the organization; works as a liaison for reporting customer complaints.
13. Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales opportunities.
14. Completes all reports and customer information effectively and consistently as deemed necessary by the company.
15. Gives feedback to management regarding new potential applications or competition in the marketplace.
16. Ability to travel, sometimes on short notice.
17. Follows all local safety procedures, State and Federal OSHA Regulations, and reports any safety concerns.
18. Maintain product knowledge, competitive awareness and a customer driven focus.
19. Contribute to a professional sales atmosphere through positive interaction with sales staff, internal departments and customers.

Experience Requirements:

1. Microbiology experience/education is strongly preferred.
2. Minimum two years sales experience strongly preferred.
3. Excellent planning, organizational, and prioritization skills.
4. Well-developed PC/MAC skills including: MS Windows, MS Excel, Word and PowerPoint, as well as experience with a CRM.
5. Possess a valid driver's license and ability to travel, at time on short notice.

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6. Ability to manage accounts while also managing costs and risks.
7. Ability to effectively communicate (orally and written) both technical and non-technical topics.
8. Strong presentation skills demonstrated before customer, peers, and senior management.
9. Ability to recognize and manage potential problem areas and resolve them with integrity.

Education Requirements:

1. Degree in Sciences, preferably microbiology and/or other relevant area.

Physical Requirements and Working Conditions:

1. Typical office environment.
2. Must be able to use basic office equipment: computer, standard MS Office applications, printer, copier, phone, etc.
3. Must be able to remain stationary for long periods of time.
4. Must be able to travel up to 50% of the time. Travel will be primarily within the United States.

Application Process:

Interested candidates should send their resume to:

Advanced Instruments, LLC
2 Technology Way
Norwood, MA 02062
jobs@acompanies.com

Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.