

# Product Specialist, Asia Pacific

Remote working, career development AND an impact on Neuroscience Research?

You can count on opportunity for growth in this role, even whilst working from home. You'll have an invested manager, tons of support from your future team, plus the added bonus of helping prominent Life Scientists with their research challenges.

## **You probably want to know what's involved**

You might not have worked in sales before, but that's okay, it's beneficial but not a deal breaker. You might have the attitude it takes to be brilliant at selling, you tell us.

You'll be developing and executing your own sales plan to meet and exceed targets. You will find yourself managing, uncovering and closing sales opportunities, maintaining customer and distributor relationships and even travelling to customer sites to provide sales support, give demonstrations and attend exhibitions.

You'll work remotely in China and joining a team of two, a Product Specialist and the Sales Manager for Asia Pacific, so you'll benefit from that smaller collaborative experience whilst receiving full support from the teams in the UK and US.

You might like to know that the products you'll be selling make their way to top research institutes all over Asia Pacific That's who you'll be visiting and finding solutions for so you'll need to be able to communicate in both Chinese and English.

By the way, if you're wondering about qualifications, it'd be great if you're educated to degree level in Life Sciences, and if it's Neuroscience – bonus! If you've been operating patch clamping instruments and/or advanced multiphoton imaging systems, you bet we want to hear from you.

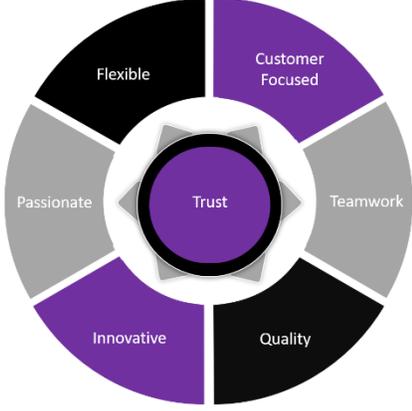
The job description with even more information is available on our website, and if you'd like to apply or have got some questions just pop an email over to Steph at

[peopleservices@scientifica.uk.com](mailto:peopleservices@scientifica.uk.com)

Everyone will get a response.

## JOB PROFILE: Product Specialist

<b>INCUMBENT'S NAME</b>	
<b>JOB TITLE</b>	Product Specialist – Asia Pacific
<b>BUSINESS UNIT</b>	Sales
<b>LOCATION</b>	Field Based - China
<b>REPORTING LINE</b>	Sales Manager - AP
<b>OBJECTIVES / PURPOSE OF JOB</b>	<p>To sell and promote multiphoton and electrophysiology systems by carrying out product demonstrations, attending workshops and exhibitions and participating in sales calls or sales visits to distributors and customer sites.</p> <p>To work with distributors to uncover, progress and close new sale opportunities.</p> <p>To provide Technical and Applications support to our customers for all Scientifica Systems both on site and remotely.</p> <p>To contribute towards the achievement of a sales target in the assigned territories and assistance with others when needed.</p>
<b>KEY ACTIVITIES / RESPONSIBILITIES</b>	<ul style="list-style-type: none"> <li>• Develop and execute a sale plan for Scientifica products to ensure sales and margin target are met or exceeded in your designated territory</li> <li>• Work together with distributors to uncover new sale opportunities, manage opportunities in a timely manner</li> <li>• Carry out technical support, installation and troubleshooting for customers both on site and through remote access software</li> <li>• Offer support and advice to customers carrying out high end imaging applications</li> <li>• Maintain effective customer relationships, consulting with prominent life scientists by phone, email and in person to advise them on the best solution on their application</li> <li>• Maintain effective distributor relationships, support distributor to follow up sales opportunities and close sales</li> <li>• Carry out training for customers and distributor on site or remotely.</li> <li>• When required support specific installations to ensure that customer expectations/tailored requirements are met</li> <li>• Work to and achieve key performance indicators, including sales performance, call planning, progress sales, uncover leads and give sales support</li> <li>• Travel within Asia to carry out all sales related business activities</li> <li>• Travel to the UK HQ for sales and product training</li> <li>• Honour our company values:</li> </ul>

	
<b>KEY PERFORMANCE INDICATORS</b>	Based on annual performance objectives
<b>KEY RELATIONSHIPS</b>	<p>Internal:</p> <ul style="list-style-type: none"> <li>• Sales</li> <li>• Marketing</li> <li>• Installation and Service Support</li> <li>• Engineering and R&amp;D</li> <li>• Production Operations</li> </ul> <p>External:</p> <ul style="list-style-type: none"> <li>• Customers</li> <li>• Distributors</li> <li>• Suppliers</li> </ul>

### CANDIDATE PROFILE:

<b>QUALIFICATIONS / TRAINING</b>	<p>Life science degree as a minimum; Master or PhD level would be beneficial.</p> <p>Ideally you will have been utilising /operating patch clamping instruments, and/or advanced multiphoton imaging systems.</p>
<b>EXPERIENCE REQUIRED</b>	<p>Essential:</p> <ul style="list-style-type: none"> <li>• Proven expertise in patch clamping and/or advanced fluorescence microscopy</li> <li>• Excellent knowledge of neuroscience techniques, including electrophysiology, patch clamping, multiphoton</li> <li>• Native Chinese speaker, with excellent communication skills, good English reading, writing and speaking skills</li> </ul> <p>Beneficial:</p> <ul style="list-style-type: none"> <li>• Field based sales experience</li> </ul>

<b>COMPETENCIES</b>	<ul style="list-style-type: none"> <li>In-depth knowledge of imaging techniques and their applications.</li> <li>Hands on experience with building laser scanning microscope.</li> </ul>
<b>COMPETENCIES</b>	<ul style="list-style-type: none"> <li>Demonstrable understanding of the sales process</li> <li>Highly motivated</li> <li>Keen to work in an interdisciplinary field</li> <li>Ability to quickly learn new and technical subjects/information</li> <li>Relationship building skills</li> <li>Target driven</li> <li>Team focused</li> <li>Willing to travel</li> <li>Ability to present complex, technical information to a range of audiences</li> </ul>

EMPLOYEE'S ACCEPTANCE

I, [Employee name] agree to accept the Job Description is a guide only and will be periodically reviewed due to the evolving nature of the business. I understand I will be required to take on other tasks and responsibilities from time to time depending on the business needs for this role.

Signed ..... Date .....