

# Product Specialist, North America

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, neither had many of the team you're joining and there's a reason we're looking for team member number 8.

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 relationships and even travelling to customer sites to provide sales support, give demonstrations and attend exhibitions, so you'll need to hold a valid driving licence.

You'll work remotely in the US, unless you're on sales visits of course. All 6 of the US sales team are field or home based and with video calls being a regular occurrence, you'll never be far from interaction and support if you need it.

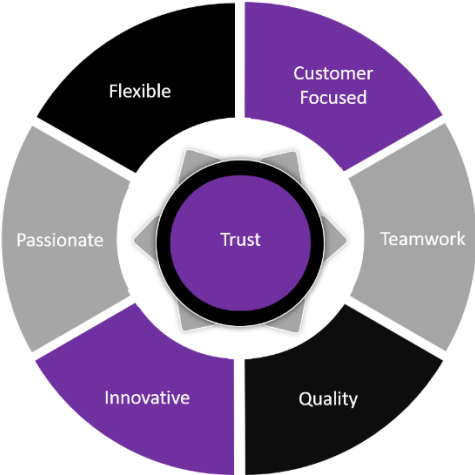
You might like to know that the products you'll be selling make their way to top research institutes all over the world. That's who you'll be visiting. The products allow researchers to gain a better understanding of the nervous system and neurological diseases such as Alzheimer's, Parkinson's and Epilepsy.

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! You might not have selling experience but you might have the attitude it takes to be brilliant at it, you tell us.

The job description with even more information is below, 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
<b>BUSINESS UNIT</b>	Sales – Scientifica LLC
<b>LOCATION</b>	Field Based
<b>REPORTS TO</b>	Sales Manager North America
<b>OBJECTIVES / PURPOSE OF JOB</b>	<p>This role will involve travel to uncover and close new sales opportunities, selling into the academic and pharmaceutical market.</p> <p>To sell products from across the entire Scientifica range, such as imaging microscopes and electrophysiology equipment and complimentary supplier products.</p> <p>To contribute towards the achievement of a sales target in the assigned territory.</p>
<b>KEY ACTIVITIES / RESPONSIBILITIES</b>	<ul style="list-style-type: none"> <li>• Develop and execute a sales plan for Scientifica products to ensure sales and margin targets are met or exceeded in your designated territory</li> <li>• Manage a selection of opportunities, uncovering new sales opportunities and working towards a team sales target</li> <li>• Maintain effective customer relationships, consulting with prominent life scientists by phone, email and in person to advise them on the best solution for their application</li> <li>• Keep abreast of competitor activity and market trends</li> <li>• Regular travel (minimum of 30%) to clients to provide sales support, give product demonstrations and attend exhibitions. Some travel outside North America may also be required.</li> <li>• May require visit to the UK for further technical training on the products</li> </ul> <p>Honour our company values:</p> 

**KEY PERFORMANCE INDICATORS**

Based on annual performance objectives

**CANDIDATE PROFILE:**

<b>QUALIFICATIONS / TRAINING</b>	Life Science Degree – Neuroscience would be extremely beneficial
<b>EXPERIENCE REQUIRED</b>	<ul style="list-style-type: none"> <li>Field Based Sales experience would be an advantage</li> <li>Physiology and / or microscopy experience</li> </ul>
<b>COMPETENCIES</b>	<ul style="list-style-type: none"> <li>Strong oral and written communication skills</li> <li>Motivated</li> <li>Technical</li> <li>Troubleshooting mindset</li> <li>Relationship building skills</li> <li>Target driven</li> <li>Team focused</li> <li>Willing to travel</li> <li>A qualification in a Life Science. BSc minimum but PhD/Master is advantageous</li> <li>Fluent English is essential, written and spoken.</li> <li>Confident, good organisational and timekeeping skills with the ability to prioritise well.</li> <li>Attention to detail is essential, as is the ability to listen and communicate at a high level with clients.</li> <li>Ability to work both independently and as part of a team and to stay calm under pressure.</li> <li>A strong team player with a desire to succeed in sales and further develop the business.</li> <li>The ability to grasp the technical aspects of the products and happy to get hands on training to assist in installations.</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 .....