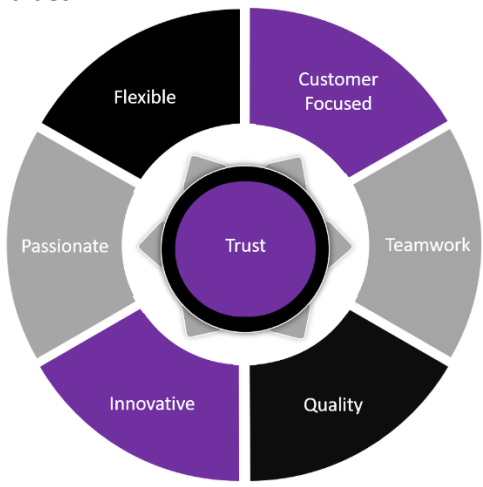


JOB PROFILE: Product Specialist

INCUMBENT'S NAME	
JOB TITLE	Product Specialist
BUSINESS UNIT	Sales – Scientifica LLC
LOCATION	Field Based
REPORTS TO	Sales Manager North America
OBJECTIVES / PURPOSE OF JOB	<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>
KEY ACTIVITIES / RESPONSIBILITIES	<ul style="list-style-type: none"> Develop and execute a sales plan for Scientifica products to ensure sales and margin targets are met or exceeded in your designated territory Manage a selection of opportunities, uncovering new sales opportunities and working towards a team sales target 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 Keep abreast of competitor activity and market trends 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. May require visit to the UK for further technical training on the products <p>Honour our company values:</p> 

KEY PERFORMANCE INDICATORS

Based on annual performance objectives

CANDIDATE PROFILE:

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

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