

US Product Specialist

Would you like to join us on our mission to empower researchers all over the world to achieve scientific breakthroughs? No matter what role you are in, you will have an important part to play in an industry that performs ground-breaking research.

Why join Scientifica?

One of our most recent joiners said this...

"What attracted me most to joining Scientifica is the strong teamwork dynamic among employees. Every day is a great one when you're working with a happy, trusting team of intelligent individuals with a range of background expertise. As a newer addition to the team, I know I'm never alone when questions arise. Additionally, our fantastic customers are passionate about their research, and it's been really rewarding to empower their new scientific discoveries!"

More about the role

As a Product Specialist, you will be managing a selection of opportunities, uncovering and closing new opportunities and ensuring a positive customer experience throughout. Using various communication methods, you will sell products from across the Scientifica range including imaging microscopes, electrophysiology equipment and complimentary supplier products.

The role will involve regular travel to clients within the territory to provide support and product demonstrations and may sometimes involve travel outside of North America.

Visits to the UK will also be required for technical training.

How will you make an impact?

- Use your specialist skills and knowledge to sell and provide trusted and tailored Scientifica systems within the academic and pharmaceutical market
- Play your part in a much bigger narrative by communicating with prominent life scientists, providing them with trusted advice and offering solutions to their own research challenges
- Contribute towards the achievement of a sales target in your assigned territory

"I find that playing a real role in designing systems for researchers experiments and seeing them in action really rewarding!"

This is the job for you if...

- You have experience with physiology and/or microscopy

- You are educated to degree level in Life Science. Neuroscience focus is advantageous, as is PhD level.
- You are capable of working independently and as part of a team
- You are target driven and motivated to succeed
- You are an excellent communicator, can show high levels of empathy with your customer and apply your technical and analytical skills to provide the right solution for their needs

This job is field based with regular travel across your territories which are:

California, Arizona, Utah, Washington, Colorado and Oregon

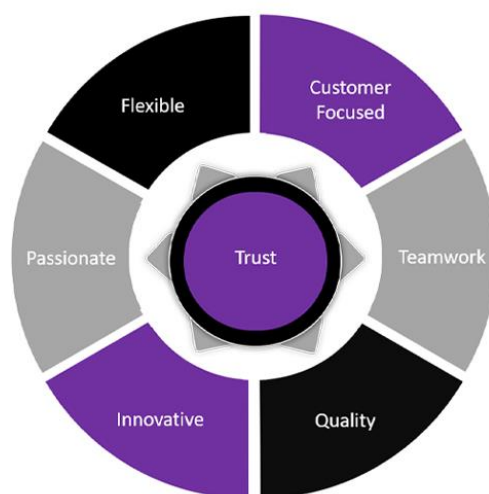
Salary: Circa \$65k + bonus; healthcare contribution

What's on offer?

“I love that I have a great degree of control and freedom within my job. I work full-time on a flexible schedule.”

- 34-hour flexible working week, allowing you to work and live harmoniously
- 14 days paid vacation plus public holidays
- Paid vacation days between Christmas and New Year
- Buying Additional Holiday Scheme
- 401k Pension Scheme
- Death In Service cover
- Income protection cover (sickness, disability)
- Employee Assistance Programme
- Judges Share Incentive Plan

If you have any questions about this role or would like to apply with your CV and cover letter, please contact us at recruiting@scientifica.uk.com



Our vision is to be the world's most trusted provider of advanced electrophysiology and multiphoton imaging systems, enabling significant scientific discovery within the research community.