

Sales Engineer - Analytical Instruments - Ireland

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Company: JobContax

Location: Ireland

Category: other-general

Are you a Technical Sales Engineer with over 2 years experience with analytical Instruments?

Do you have experience working with laboratory instrumentation or other high - tech areas?

This is a permanent role

If interested, please send your CV to colm@jobcontax.com or call Colm on +353-1-9696684.

Sales Engineer - Analytical Instruments - Ireland

Job Description

Our Client is one of the world leaders in laboratory instrumentation and services.

The Sales Engineer will be responsible for the support of existing customers and new business development throughout the territory.

Managing existing customers and generation of new accounts through effective research, prospecting and follow up

Management of sales projects from lead to negotiation and closing of orders

Effective territory management, planning and CRM utilization

Supporting the development of customer applications

Participation at conferences and exhibitions

Supporting the development of marketing communications with customers in the territory

Regular customer visits to perform sales presentations, demonstrations, installations and to train customers on the correct use of equipment

Working with other product teams to promote a complete solution offering

Field based, working primarily from Dublin office or from your home location depending on the location of the successful candidate's home location in relation to the Dublin office.

Requirements

Suitable candidates should hold a degree (or equivalent) in Chemistry, Physics or related discipline.

At least two years' experience and demonstrable success in selling analytical instruments into a wide range of industries including pharmaceutical, food and beverage, petro/chemical and academia.

Strong interpersonal, communication and negotiation skills

Ability to effectively communicate with laboratory managers, PhD level scientists and technicians

Availability to travel throughout the defined territory in Ireland, and occasional overseas visits for training and business meetings to the UK and other manufacturing destinations in Europe.

Located in Southern Ireland with easy access to the main road network and holding a full Irish driving license

Sales savvy. Able to establish strong relationship in the interests of building customer loyalty

Able to communicate effectively with customers at all organisational technical ability levels

Strong team player.

Able to forge strong working relationships with others in order to achieve both personal and team success

Strong computer literacy and software skills in MS Office, CRM and IT/network driven process applications

Provides clear direction in developing sound technical solutions to complex process applications

Strong business acumen, with a sound understanding of commercial terms and a flair for effective negotiation

Good knowledge of applications in key served and target industry sectors

Package

Base salary plus attractive OTE

A competitive package of benefits

Company car

Company laptop and mobile

Potential for growth within a dynamic and fast-growing company

Contact

Colm Ashmore is the consultant managing this position.

If you are a Field Services Engineer interested in roles based in Dublin, you can contact Colm by e-mail at colm@jobcontax.com or phone +353-1-9696684 for a confidential chat. JobContax do not send CVs to clients without candidate permission.

With over 50 years of technical recruitment experience, JobContax is the leading recruiter of Field Services Engineers in Dublin and Ireland.

Due to the large volume of applications, JobContax may not be able to respond to every individual.

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