

## Job description : Sample Preparation Sales Representative

Malvern Panalytical is seeking a highly-motivated, commercially driven Sales Representative to expand the current sales activities for our sample preparation solutions. As a Sales Representative, you will be dedicated to promote and sell the whole range of Claisse product line equipment and consummables in the Canadian territory. You must be able to develop, present and propose the optimal solution in order to present a value-added proposition to our customers.

You will be engaged in supporting our existing customer base but even more by identifying and developing new markets and business.

### Principales responsabilités :

- Meet or exceed targeted sales goals for all Claisse product line, including sample preparation instruments, expertise and consummables;
- Achieve high level of customer satisfaction, develop and strengthen long-term business relationships with customers in the Canadian area;
- Analyze customer/competition situations to generate specific plans that will lead to the achievement of objectives;
- Develop new business;
- Perform demonstrations of sample preparation products in-house and on customer's site;
- Frequent travel to meet customers and prospects, attend exhibitions, seminars and workshops;
- Update CRM tools and sales forecasts to give good insight in market developments;
- Report on the sales process and market trends and cooperate with colleagues within Claisse (located in Quebec, Canada).

### Technical skills :

- Experience in Sales and in offering value added proposals to customers in various segments;
- Analytical Chemistry background (elemental analysis preferred);
- Knowledge in XRF and/or ICP market;
- Good knowledge of Microsoft Office.

### Personal Attributes:

- Customer focus and excellent commercial skills;
- Ability to quickly build strong relationships with partners and colleagues;
- Self-reliant, drive and competitive spirit, team-player.
- Leadership and negotiating skills;
- Capacity to organize and prioritize many projects and assignments simultaneously;
- Can adapt easily to new and changing situations;

- Highly motivated and enthusiastic;
- Sense of responsibilities, autonomous, versatile and reliable;
- Ability to manage stressful situations.

**Requirements:**

- Education : Bachelor's degree in Physics, Chemistry, Engineering (or equivalent work-related experience).
- Pertinent experience : 5 years sales experience in technical/analytical equipment industry is strongly desired.
- Language requirements : Bilingual French/English.
- Travelling: Please note that this position involves travelling accross Canada (50% of the time).

The masculine form used in this text includes both men and women.