

Job Description

Sales Specialist - Northern

Bruker is a world-wide group of companies focussed on the design, manufacture, sales and service of sophisticated scientific instrumentation and its applications to scientific endeavour. Applications of our instrumentation and problem-solving expertise are to be found in the fields of chemical, physical, bio-technological and medical research, the control and monitoring of industrial and manufacturing processes and environmental studies. Our group has manufacturing facilities in Germany, France, Switzerland and the USA, and we are represented world-wide by a large number of sales and support offices, situated in most countries of the world. Our customers are predominantly pharmaceuticals, chemical, petrochemical, polymer, biotechnology and food industries as well as most university research departments.

From our prestige purpose built office and laboratory facility in Banner Lane, Coventry we manage and provide sales, service and applications support for the complete Bruker product range. Our staff complement in Coventry is currently around 110 people.

Our mass spectrometry products include FTMS, TOF and LC-MS spectrometers for life science and materials research applications, and mass spectrometry-based application specific solutions for a range of life science research and investigative areas. Together they represent some of the most advanced analytical tools available to researchers and industrial users across a wide applications field.

Bruker Daltonics Limited has its own core scientific and engineering staff to handle the sales, service and scientific/technical support of these products in the UK. Our demonstration laboratories and support and administration offices are conveniently located alongside our other Bruker Group companies in Coventry. We have collaborative agreements with several high-profile academic institutions and important industrial concerns.

The introduction of novel technologies to complement our existing proven instrumentation is opening up exciting opportunities for further growth of our Mass Spectrometry business in the UK, and we have a new opportunity for a Sales Specialist to join our team to help develop our business and drive forward and accelerate our sales growth by generating substantial new business throughout industry and academia in the North of the UK.

The job involves all aspects of promoting and selling our mass spectrometry instrumentation, sample preparation robots, bioinformatics software and consumables to life science, chemical and environmental groups in industry and academia. A good knowledge of the challenges of life science research and the application of modern mass spectrometry is a fundamental requirement to fully understand the needs of our customers. A high degree of maturity and personal integrity is expected in a role that requires considerable self-organisation and judgement.

Underpinned by a first-class scientific and technical support organisation, you will be able to:

- work with senior management to develop a business plan with clear objectives and initiatives for the territory
- seek out potential purchasers in all areas of industry and academia in the territory using a variety of tools ranging from personal networking to internet searches
- professionally present convincing commercial and technical sales arguments with integrity in highly competitive situations
- follow up sales opportunities with tenacity and a dogged commitment to achieving success
- take responsibility for the complete project sales cycle from initiation through to completion
- arrange eye-opening instrument demonstrations
- attend and assist in organising product road shows, scientific meetings, conferences and exhibitions
- effectively manage relationships with existing customers and assist with post-sales activities.

To be successful you will need to have:

- a graduate or equivalent qualification in Life or Analytical Science with some postgraduate experience, either in industry or during a further qualification
- a good knowledge of mass spectrometry with an understanding of the roles of different mass spectrometry techniques in the life sciences
- a clear understanding of the UK academic and industrial markets
- a proven track record of success in selling technology-based products to those or similar markets
- good market intelligence with respect to competitive products and vendors
- computer literacy, especially with regard to modern scientific user interfaces, presentations and report writing

- ❑ an outgoing and likeable personality with a high degree of personal integrity
- ❑ self-motivation and a willingness to work with others toward a shared goal
- ❑ self-discipline and the ability to decide priorities in a rapidly changing commercial environment
- ❑ a high standard of verbal and written English
- ❑ a current valid driving licence
- ❑ no visa disqualification from visiting the USA or EU.

The position will appeal to a graduate scientist with direct customer-facing commercial experience looking for a fresh challenge in a job where the demands are great. We'll set you ambitious but achievable targets, where you can apply your tenacity and self-motivation inspired by success, enthusiasm, drive and initiative directed towards sales growth.

You will be required to reside in a location convenient to the territory, which is the whole of Scotland together with the North of England. Relocation assistance will be provided where appropriate. Extensive travel is expected, involving irregular hours, with additional visits to USA and Europe.

The successful candidate will be offered a competitive remuneration package, free private health insurance and life assurance, a contributory pension scheme and a company car.

The Company has a no-smoking policy and is an equal opportunities employer.