

Requisition : 2011467
Job Title : Field Service Engineer-Connecticut
Description:
Position: Field Service Engineer

As the Field Service Engineer for the Life Sciences and Chemical Analysis Group (LSCA) of Agilent Technologies you will install and support Agilent standard analytical instrument (LC/GC/MS) products for customers, on-site. Responsible for on-site installation, implementation, maintenance and repair of company and multi-vendor systems solutions which may include hardware, software and networking products as well as operating systems. Installs and optimizes hardware/software/network products and configurations at customer sites. Diagnoses and resolves product performance problems. Performs maintenance and repair services. Ensures customer satisfaction by advising customers on preventive maintenance and configurations, which may impact product performance. Proactively responds to potential equipment issues to prevent unplanned interruption of customers' business. Delivers (does not design) fully integrated solutions, which may include peripherals, communications, operating systems and applications software. Serves as an internal resource on technical issues. May train other field engineers or customers. May calibrate equipment on-site for large volume customers. Responsible for delivering compliance product services to customers who use GC, UV/VIS, LC, LC/MS and GC/MS. Will also provide installation and familiarization/training for GC, UV/VIS, LC, LC/MS and GC/MS instruments.

Saving lives may sound dramatic, but that's the business we're in. Life Sciences and Chemical Analysis combines over 35 years' knowledge, experience and expertise with a penchant for innovation to develop new disease and drug discovery technologies that are truly changing lives. And as well as providing instruments, systems and services to the life sciences industry, we're helping to overcome some of the greatest technological challenges in the pharmaceutical, chemical and environmental arenas too, whether it's developing a high-tech canary for use in coal mines or speeding genetic research with innovative IT. Are you ready for the challenge of your lifetime? Our products are frequently behind the headlines in the news, from environmental regulations to new drug discoveries to Homeland Security. You'll even see our instruments on television shows like "CSI".

This position is located in Connecticut

Agilent will not sponsor work authorization for this position

Travel = 25% of the time

Qualifications :

- * BS Degree in Chemistry, Life Sciences or equivalent.
- * Excellent communication skills, both written and verbal.
- * Sufficient planning, problem-solving, and communication skills to function with minimal supervision and to complete multiple technical duties of varying complexity.
- * Hands-on experience with some analytical instrumentation (i.e.. Liquid Chromatographs, Mass Spectrometers, UV/VIS Spectrophotometers, Gas Chromatographs, and Data Systems) desired.
- * Technical troubleshooting skills desired.

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2011467&sid=99

Requisition : 2011476

Job Title : Instrument Services Product Marketing Manager

Description:

Take the lead and join a dynamic team responsible for growing Agilent's instrument and value-added services - services that help customers in our target markets incorporate new technology into their laboratories and operate more efficiently. You will have the opportunity to take your management expertise to a new level in Agilent's Services & Support Division, leading worldwide instrument services product marketing.

The Instrument Services Marketing Product Manager responsibilities include:

- Leading and developing a worldwide, world-class services marketing team
- Defining & implementing marketing and operational plans to meet growth and profit goals
- Commercializing profitable installed-base services that anticipate & exceed customer needs, tap under-served markets, and defeat competitive strategies
- Working with field marketing & sales teams to define and implement lead-generating programs
- Working collaboratively with instrument solution units, sales, and support delivery organizations to support new instrument introductions
- Managing on-going installed base services programs, including Intelligent Services development & commercialization, Services Portfolio Refresh, and Asia Pacific -specific services.

This position can be based in Wilmington, DE or Santa Clara, CA.

Agilent Technologies is a global, diversified technology company, with 20,000 people focused on creating instruments for the communications, electronics and life sciences industries.

Our Little Falls, (Wilmington), Delaware site, is located midway between Baltimore and Philadelphia; just 2 hours drive north to New York City or south to Washington, DC. There, we have 800 people inventing, designing, building and marketing products that dominate the market for chemical analysis. Our products are frequently behind the headlines in the news, from environmental regulations to new drug discoveries to Homeland Security.

Travel = 25% of the time

Qualifications :

- A customer-first mindset!
- Bachelors, Master Degree or equivalent and minimum of 5 years marketing experience with at least 2 years services-specific marketing
- Demonstrated change management, team building and leadership skills.
- Demonstrated ability to build commitment to achieve breakthrough results
- Demonstrated ability to work and influence cross-organizationally
- Strong marketing knowledge, experience in successful commercialization
- Knowledge of services business industry, issues, trends; global experience
- Strong business acumen

Desired:

- MBA or equivalent
- People management experience
- International experience

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2011476&sid=99

Requisition : 2011439
Job Title : Logistics Representative

Description:

Want to join a dynamic team in a progressive environment? This is your opportunity. You'll join the team working on service logistics assignments and delivering solutions that ensure effective parts movement: essentially ensuring the network is designed to ensure the right product is delivered to the right place at the right price.

Key activities include:

Logistics Network Development/ Design & Optimization, which includes network design, reverse logistics, modeling, duty elimination/ reduction, order fulfillment cycle time management, cost analysis, system design. Designs and implements logistics strategies/ processes in the areas of transportation, trade compliance, customs, physical distribution and/or supply chain management to support distribution of Agilent materials/ products.

Material Planning optimisation, which includes the design of processes & stocking models / tools to achieve breakthrough performance in availability & turns.

Works on logistics assignments with clearly defined objectives.

Solves problems of significant scope and complexity.

Determines and develops approaches to assignments

Leads significant logistics projects requiring coordination with other entities, departments and Agilent businesses.

This position can be based in New Castle, DE, Santa Clara CA, or Waldbronn Germany . At these sites, we have 1000+ people inventing, designing, building and marketing products that dominate the market for chemical analysis equipment.

Travel = 25% of the time

Qualifications :

Masters Degree in Logistics, Supply Chain Management or similar discipline or equivalent.

Knowledge and/or experience of modeling software and experience in modeling projects/assignments.

Familiar with the high tech service business.

Proficiency with Microsoft Office Programs and various databases.

SAP knowledge an advantage

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2011439&sid=99

Requisition : 2011785

Job Title : Senior Field Service Engineer- Northern Philadelphia and New Jersey

Description:

As the Field Service Engineer for a high tech growth business serving the Life Sciences markets, your primary responsibilities will include: installs and support Agilent analytical LC/MS products for customers, on-site.

Delivers technical expertise for analytical solution implementation to customer based on Agilent products and services primarily in the LC/MS and LC/MS/MS areas but also LC, GC and data systems. Perform the duties of a Field Service Engineer for the Life Sciences and Chemical Analysis Group (LSCA) of Agilent Technologies. Responsibilities include on-site installation, customer training, repair and troubleshooting of hardware, and provide routine preventative maintenance, qualifications, and verification services. Job focus will be on customer satisfaction by providing customers with high quality services. Other responsibilities include adherence to environmental health and safety guidelines, managing parts, coordinating resources, training, organization, providing feedback to manufacturing divisions, working with sales forces, and maintaining up to date technical knowledge for assigned products. Travel throughout the northeastern United States may be required.

Saving lives may sound dramatic, but that's the business we're in. Life Sciences and Chemical Analysis combines over 35 years' knowledge, experience and expertise with a penchant for innovation to develop new disease and drug discovery technologies that are truly changing lives. And as well as providing instruments, systems and services to the life sciences industry, we're helping to overcome some of the greatest technological challenges in the pharmaceutical, chemical and environmental arenas too, whether it's developing a high-tech canary for use in coal mines or speeding genetic research with innovative IT. Are you ready for the challenge of your lifetime? Our products are frequently behind the headlines in the news, from environmental regulations to new drug discoveries to Homeland Security. You'll even see our instruments on television shows like "CSI".

Agilent will not sponsor work authorization for this position.

Travel = 25% of the time

Qualifications :

BS Degree in Sciences (Chemistry, Biology, Biochemistry etc) with a minimum of 5 years relevant experience with LC/MS/MS systems and typically 9-15 years practical experience in LC/GC/MS. Demonstrated ability to perform hands on maintenance, installations and selected repairs on analytical instruments
Ability to solve, high impact problems related to product; typically system/ solution focused.
Excellent verbal and written communication skills are a must.
Strong customer relationship skills are needed.
Must be available for up to 25% travel

Geographical Location: New Jersey and Northern Philadelphia.

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2011785&sid=99

Requisition : 2011808

Job Title : Inside Sales Specialist – Genomics/Informatics- West Coast Region

Description:

Position: Inside Sales Specialist – Genomics/Informatics- West Coast Region

Here's an opportunity to take your excellent sales track record and join Agilent Technologies Life Science Chemical Analysis' Integrated Biology dynamic high-achieving Sales Team. As an integral member of a sales

team you will partner with the Genomics/Informatics Sales Specialist to drive order growth in the direct sales channel through outbound customer calls, managing inbound sales activities, and identifying sales opportunities and competitive conversion, along with cross-selling or up-selling to the customer utilizing current promotional offers and programs. You will be responsible for a pre-defined territory including both geographic area and or target accounts and achieving sales goals in territory, for co-managing territory and customer relationships with outside product specialist for accounts in assigned territory.

Responsibilities include:

- Following up on leads coming from our demand generation system.
- Developing a strong relationship in selected target accounts within the assign geography of responsibility
- Leading projects that require coordinating cross-functional organizations, partnering with instruments sales force Account Representatives in interfacing with targeted accounts.
- Organizing and managing business transactional processing with the call center
- Focusing and developing our direct sales at the best of the rest accounts
- Sharing total quota responsibility for assigned territory with external Specialists.
- Providing leads to other team members through Agilent's sales database (URSA).

Travel = 25% of the time

Qualifications :

Requires

- BS Degree in SCIENCE (CHEMISTRY/BIOLOGY) or equivalent
- 3+ years progressive experience in the genomics/informatics product portfolio along with a demonstrated track record of results highly desired.
- Proactively acts to understand customer needs and identify solutions to non-standard tasks/queries; actively creates business opportunities.
- Ability to solve a broad range of problems of varying scope and complexity.
- Must have excellent communication and teamwork skills as well as an energetic/ enthusiastic phone demeanor.
- Ability to demonstrate excellent outbound phone calling communication skills.
- Position may require minimum travel for product training as well as coverage of some special events on as needed bases.

Geographic Location: West Coast - US/Canada – CA/OR/WA

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2011808&sid=99

Requisition : 2010888

Job Title : R&D Chemist

Description:

Agilent Technologies is a global, diversified technology company focused on high growth markets in communications, electronics, and life sciences and chemical analysis.

Agilent's Chemical Analysis Solutions unit enjoys a strong market leadership position in GC-MS hardware and software products and services.

We have an immediate need for a talented R&D Chemist with experience in MS and GC-MS instrumentation and/or applications development for environmental, drug, pesticide, general chemical and process monitoring applications. You will join a small team working on next-generation mass spectrometer technology. You will work with colleagues in a multidisciplinary team environment (Electrical Engineer's, Mechanical Engineer's, Chemists and Software Engineers) and contribute through design collaboration, analysis, testing and prototyping. You will also work in a rewarding and exciting R&D environment emphasizing design and verification for total customer satisfaction through the creative achievement of performance, cost, and time-to-market trade-offs in bringing Agilent's chemical analysis systems to high-volume markets.

Additional responsibilities include: Track and assess industry and applications advances in GC-MS. Assist product marketing and R&D in capturing, communicating and internalizing critical aspects of relevant and emerging chemical measurement technologies and applications where Agilent can make significant contributions. Work with field engineers, applications chemists, and Order Fulfillment to resolve technical problems and customer quality issues. Contribute to Agilent's intellectual property portfolio through the pursuit of appropriate patent opportunities.

What you'll find at Agilent is a working environment focused on a dedication to customer satisfaction, exceptional quality, innovation and contribution, trust and respect, teamwork, and uncompromising integrity.

This is your opportunity to join the team that's bringing new products and technologies to the market faster and more efficiently than the competition.

Want to further your career in Research & Development? Here's where you take the next step, working with the pioneering teams taking Agilent's world-leading products from the drawing board to the real world.

Travel = 25% of the time

Qualifications :

Musts:

PhD in chemistry and a minimum of 2 years experience in mass spectrometer instrument or applications solutions development or equivalent (preferably for GC-MS or LC-MS applications) in a product development or corporate research laboratory setting.

Track-record of research and development leading to advances/improvements in instrument design and/or applications

Must be skilled in the design of experiments and able to clearly and logically summarize and present results. Demonstrated teamwork skills, including ability to work effectively across organizational and geographic boundaries

Desired:

Knowledge of application software programs

Ability to provide critical design feedback to our SW development engineers during concurrent hardware and SW development.

Computational and simulation tools skills for ion modeling analysis would be a plus

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2010888&sid=99

Requisition : 2007531

Job Title : Telesales Representative - GC/LC Columns and Supplies

Description:

Position: Telesales Representative - GC/LC Columns and Supplies

As the Telesales Representative for GC/LC Columns and Supplies you will join Agilent Technologies the Life Sciences and Chemical Analysis Business (LSCA) Sales and Support Field Sales staff. Your sales focus will be on growing and retaining an existing installed base of customers that contributes to the LSCA's Sales Teams targeted quota.

Key Responsibilities:

- Selling and closing the sales for low-complexity company consumable products and supplies to end-user customers.
- Responding to customer inquiries and orders, primarily through inbound telephone sales activities.
- Assisting in qualifying customers and generating leads for Inside Sales or Field Sales Team.
- Providing assistance in order fulfillment, post-sales or admin related activities. - Maintaining telemarketing/customer database for tracking activities.

Travel = 25% of the time

Qualifications :

Requires:

- BS/BS degree or equivalent in biology, chemistry preferred.
- 3+ years experience in a customer facing role, high desire in a sales/customer service organization within a life science technology industry.
- Excellent verbal and written communication skills.
- Must have proficient computer skills; experience use of database S/W applications (SAP/Oracle, Microsoft Office etc.) highly desired.
- Ability to work in a fast paced, dynamic team environment.
- Accuracy and attention to details is a must.
- Available for 25% travel.
- French/Spanish language skills a plus.

Geographic Location: Wilmington, DE

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2007531&sid=99

Requisition : 2010138

Job Title : Senior Software Engineer - Lead

Description:

Position: Senior Software Engineer - Lead

Use your experience as a Software Engineering Lead and join Agilent Technologies Life Science and Chemical Analysis Business (LSCA) Pharmaceutical Solutions (PHS) Laboratory Informatics business. This team produces the world's leading software for managing laboratory instrumentation, electronic content management, and business process workflows. Our products provide a web based infrastructure for automation of the entire lab, from data generation through analysis and reports. In addition to providing an open platform architecture for automation of the entire lab, our software adds value to our instruments resulting in increased sales.

In this role your responsibilities include:

- Leading, designing and developing highly scalable solutions for our electronic content management and

business process workflow software.

- Collaborating and partnering with cross-functional global business partners to incorporate lead edge technology into our next generation software products
- Assign development tasks to engineers.
- Ensure appropriate design and code reviews are performed.
- Manage design files (source code) for the project.
- Create source code backups.
- Produce deliverables per engineering procedures.
- Communicate with Engineering Manager to ensure all necessary tasks are planned.
- Ensure all Engineering requirements for approval of Release to Manufacturing are satisfied (product release backups for example).
- Assisting in project planning, resources estimation and timing of deliverables

Qualifications :

Requires:

- BS/MS Degree in Computer Science or equivalent in a related field
- 7+ years experience in hands on SW design and development in Web-based applications and Web Services using Microsoft .NET development tools
- Must have experience designing and developing scalable solutions for large databases (Oracle and Microsoft SQL Server)
- Proficient in programming in C#, ASP.NET, VB, C++, ASP, COM+, ActiveX
- Experience with electronic content management SW, process workflow SW is highly desired
- Software localization, working with software for a regulated and/or audited environment or chromatographic data systems experience desired
- Track record of success in meeting project timelines
- Must have excellent verbal and written communication skills
- Prior experience working as an engineering lead
- Ability to work individually or within cross-functional global teams

Geo Location: Pleasanton, CA

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2010138&sid=99