

Requisition : 2011809
Job Title : Inside Sales Specialist – Genomics/Informatics- East Coast Region
Description:
Position: Inside Sales Specialist – Genomics/Informatics- East 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).

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: Eastern Seaboard Preferred

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2011809&sid=99>

Requisition : 2012053

Job Title : Enterprise Product Support Sales Specialist – California

Description:

The analytical instrumentation support services business is experiencing a high level growth phase. As California's Enterprise Product Support Sales Specialist, you will be a key contributor to Agilent Technologies Life Science and Chemical Analysis (LSCA) enterprise service sales team. In this critical role you will utilize your sales expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to sell high value customized service and support solutions into these industries. As part of this sales process you will manage and lead a cross functional team of solution architects, local sales reps, and Solutions Unit resources. You will continue to oversee your team through successful implementations and manage ongoing positive relationships with your customers. Expectations are you will use your excellent sales track record to manage your territory for maximum sales volume, establish relationships with multiple levels within your accounts, develop successful sales strategies, and gain market share against the competition.

Responsibilities include:

- Territory management, including creation of a territory plan, competitive knowledge, high customer retention rate
- Identifying new business opportunities within the Agilent and competitive account base
- Managing large, complex deals, lead in deal planning and drive account penetration for all enterprise level support solutions in the account, competitively drive LSCA presence and influence sales
- Leading a cross-function team to drive the implementation of enterprise level sales strategies to win business and implement successful deliveries

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline.
- 5+ years direct sales experience with a demonstrated track record of success in global enterprise solutions for major accounts
- Ability to translating the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Demonstrated successful project management experience
- Leadership and team play within a cross-functional global matrix environment
- Able to interface comfortably at high levels within the customer management structure
- Must be available for up to 50% business travel

Geographic Location: California (Bay Area, Los Angeles or San Diego)

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012053&sid=99>

Requisition : 2012146

Job Title : Enterprise Product Support Sales Specialist – Northern Mid-Western Region

Description:

The analytical instrumentation support services business is experiencing a high level growth phase. As the Northern Mid-Western Regional Enterprise Product Support Sales Specialist, you will be a key contributor to Agilent Technologies Life Science and Chemical Analysis (LSCA) enterprise service sales team. In this critical role you will utilize your sales expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to sell high value customized service and support solutions into these industries. As part of this sales process you will manage and lead a cross functional team of solution architects, local sales reps, and Solutions Unit resources. You will continue to oversee your team through successful implementations and manage ongoing positive relationships with your customers. Expectations are you will use your excellent sales track record to manage your territory for maximum sales volume, establish relationships with multiple levels within your accounts, develop successful sales strategies, and gain market share against the competition.

Responsibilities include:

- Territory management, including creation of a territory plan, competitive knowledge, high customer retention rate
- Identifying new business opportunities within the Agilent and competitive account base
- Managing large, complex deals, lead in deal planning and drive account penetration for all enterprise level support solutions in the account, competitively drive LSCA presence and influence sales
- Leading a cross-function team to drive the implementation of enterprise level sales strategies to win business and implement successful deliveries

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline.
- 5+ years direct sales experience with a demonstrated track record of success in global enterprise solutions for major accounts
- Ability to translating the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Demonstrated successful project management experience
- Leadership and team play within a cross-functional global matrix environment
- Able to interface comfortably at high levels within the customer management structure
- Must be available for up to 50% business travel

Geographic Location: Northern Mid-Western Regional (Chicago Preferred)

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012146&sid=99>

Requisition : 2012145

Job Title : Enterprise Product Support Sales Specialist – NY/NJ Region

Description:

The analytical instrumentation support services business is experiencing a high level growth phase. As the New York/New Jersey Enterprise Product Support Sales Specialist, you will be a key contributor to Agilent Technologies Life Science and Chemical Analysis (LSCA) enterprise service sales team. In this critical role you will utilize your sales expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to sell high value customized service and support solutions into these industries. As part of this sales process you will manage and lead a cross functional team of solution architects, local sales reps, and Solutions Unit resources. You will continue to oversee your team through successful implementations and manage ongoing positive relationships with your customers. Expectations are you will use your excellent sales track record to manage your territory for maximum sales volume, establish relationships with multiple levels within your accounts, develop successful sales strategies, and gain market share against the competition.

Responsibilities include:

- Territory management, including creation of a territory plan, competitive knowledge, high customer retention rate
- Identifying new business opportunities within the Agilent and competitive account base
- Managing large, complex deals, lead in deal planning and drive account penetration for all enterprise level support solutions in the account, competitively drive LSCA presence and influence sales
- Leading a cross-function team to drive the implementation of enterprise level sales strategies to win business and implement successful deliveries

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline.
- 5+ years direct sales experience with a demonstrated track record of success in global enterprise solutions for major accounts
- Ability to translating the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Demonstrated successful project management experience
- Leadership and team play within a cross-functional global matrix environment
- Able to interface comfortably at high levels within the customer management structure
- Must be available for up to 50% business travel

Geographic Location: New York/New Jersey

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012145&sid=99>

Requisition : 2012114
Job Title : GC Product Manager
Description:
GC Product Manager

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

In this dynamic role as a Product Manager for the Chemical Analysis Solutions (CAS) business you will design and implement marketing strategies for gas chromatography products to establish, enhance or distinguish product placement within the competitive arena.

Responsibilities include but are not limited to:

-Interface with engineering, manufacturing, and sales to develop new products and to ensure smooth new product(s) or product line(s) introduction.

-Manage product offerings through the entire product life cycle.

-Conduct competitive analysis to determine product positioning, market segmentation, channel mix, pricing, volume, product service/support strategy and identify customer needs.

-Solution/product planning responsibilities include analyzing/understanding market trends and opportunities, customer business issues and solution requirements within a targeted market segment to develop need assessments and propose business and solutions strategies.

-Develop detailed product definitions and requirements for R&D product development.

- Reduces broad concepts, business strategies into structured product marketing projects

- Leads the design/delivery of new product marketing programs/projects; is the key technical contributor

- Solves complex, high impact program/process design/development problems

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.

Qualifications :

Bachelors, Masters Degree, University Degree or equivalent work experience with a minimum of 5 years relevant experience, preferably with analytical instrumentation

Sales and/or marketing experience

Experience in sales and/or marketing of gas chromatography products is a plus.

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012114&sid=99>

Requisition : 2012143

Job Title : Service Sales Product Specialist – Western US North Region

Description:

Position: Territory Service Sales Product Specialist – Western US Region (Primary Northern California)

As the Western Territory Services Sales Specialist, you will be part of Agilent Technologies Life Science and Chemical Analysis (LSCA) service sales team reporting to the North America Services Sales Mgr. In this critical sales role you will utilize your expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to manage accounts in the Western US area majority in Northern California. As a direct sales representative, you will be expected to travel and sell service solutions both face to face and indirectly (phone, email, etc.) In addition you will be expected to proactively develop and implement a successful sales strategy to exceed quota and maintain customer loyalty. As an integral member of the North America Support Sales team, you will use your excellent sales track record to focus on maintaining and growing the existing contract base and also acquire new customers from the existing installed base of customers.

Responsibilities include:

- Traveling and direct face to face selling to customers in assigned territory
- Representing Agilent LSCA to the customer in service sales-related activities
- Selling service contract solutions and programs to key decision makers (executives, department heads, and procurement) in assigned territory, industry, and accounts.
- Collaborating closely with Field Sales and Service Organization to develop and implement Account Plans for key and strategic accounts within territory.
- Collaborating closely with the Field Sales and Service Organizations, to develop and implement Territory Sales Plan and strategies to grow and defend the overall services business.
- Managing a renewal business funnel and closing orders to achieve territory quota.

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline or equivalent.
- 3+ years hands on laboratory or industry experience with instrumentation hardware, software, applications coupled with industry regulatory requirements such as (GLP, GMP, FDA) highly desired
- 3+ years sales experience with a demonstrated track record of success in projects or sales at major accounts highly desired.
- Ability to translate the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication skills (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Computer literate with advanced skills using Microsoft suite of products (Outlook, Excel, Word, Powerpoint, Access) plus other IT systems.
- Able to interface comfortably at high levels within the customer management structure
- Demonstrated attention to detail and ability to manage large volumes of data.
- Must be available for up to 40% business travel
- Live in California, Bay Area

Geographic Location: Western Territory primarily in Northern California,

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012143&sid=99>

Requisition : 2012144

Job Title : Territory Service Sales Product Specialist – Western US South Region Southern California

Description:

Position: Territory Service Sales Product Specialist – Western US South Region Southern California

As the Western Territory Services Sales Specialist, you will be part of Agilent Technologies Life Science and Chemical Analysis (LSCA) service sales team reporting to the North America Services Sales Mgr. In this critical sales role you will utilize your expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to manage accounts in the Western US area majority in Southern California. As a direct sales representative, you will be expected to travel and sell service solutions both face to face and indirectly (phone, email, etc.) In addition you will be expected to proactively develop and implement a successful sales strategy to exceed quota and maintain customer loyalty. As an integral member of the North America Support Sales team, you will use your excellent sales track record to focus on maintaining and growing the existing contract base and also acquire new customers from the existing installed base of customers.

Responsibilities include:

- Traveling and direct face to face selling to customers in assigned territory
- Representing Agilent LSCA to the customer in service sales-related activities
- Selling service contract solutions and programs to key decision makers (executives, department heads, and procurement) in assigned territory, industry, and accounts.
- Collaborating closely with Field Sales and Service Organization to develop and implement Account Plans for key and strategic accounts within territory.
- Collaborating closely with the Field Sales and Service Organizations, to develop and implement Territory Sales Plan and strategies to grow and defend the overall services business.
- Managing a renewal business funnel and closing orders to achieve territory quota.

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline or equivalent.
- 3+ years hands on laboratory or industry experience with instrumentation hardware, software, applications coupled with industry regulatory requirements such as (GLP, GMP, FDA) highly desired
- 3+ years sales experience with a demonstrated track record of success in projects or sales at major accounts highly desired.
- Ability to translate the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication skills (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Computer literate with advanced skills using Microsoft suite of products (Outlook, Excel, Word, Powerpoint, Access) plus other IT systems.
- Able to interface comfortably at high levels within the customer management structure
- Demonstrated attention to detail and ability to manage large volumes of data.
- Must be available for up to 40% business travel

Geographic Location: California, San Diego or Los Angeles Area

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012144&sid=99>

Requisition : 2012148

Job Title : Territory Service Sales Product Specialist – MidAtlantic South US Region

Description:

Position: Territory Service Sales Product Specialist – MidAtlantic US South Region (Primary Delaware, Maryland)

As the MidAtlantic Territory Services Sales Specialist, you will be part of Agilent Technologies Life Science and Chemical Analysis (LSCA) service sales team reporting to the North America Services Sales Mgr. In this critical sales role you will utilize your expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to manage accounts in the MidAtlantic area majority in Delaware, Maryland area. As a direct sales representative, you will be expected to travel and sell service solutions both face to face and indirectly (phone, email, etc.) In addition you will be expected to proactively develop and implement a successful sales strategy to exceed quota and maintain customer loyalty. As an integral member of the North America Support Sales team, you will use your excellent sales track record to focus on maintaining and growing the existing contract base and also acquire new customers from the existing installed base of customers.

Responsibilities include:

- Traveling and direct face to face selling to customers in assigned territory
- Representing Agilent LSCA to the customer in service sales-related activities
- Selling service contract solutions and programs to key decision makers (executives, department heads, and procurement) in assigned territory, industry, and accounts.
- Collaborating closely with Field Sales and Service Organization to develop and implement Account Plans for key and strategic accounts within territory.
- Collaborating closely with the Field Sales and Service Organizations, to develop and implement Territory Sales Plan and strategies to grow and defend the overall services business.
- Managing a renewal business funnel and closing orders to achieve territory quota.

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline or equivalent.
- 3+ years hands on laboratory or industry experience with instrumentation hardware, software, applications coupled with industry regulatory requirements such as (GLP, GMP, FDA) highly desired
- 3+ years sales experience with a demonstrated track record of success in projects or sales at major accounts highly desired.
- Ability to translate the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication skills (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Computer literate with advanced skills using Microsoft suite of products (Outlook, Excel, Word, Powerpoint, Access) plus other IT systems.
- Able to interface comfortably at high levels within the customer management structure
- Demonstrated attention to detail and ability to manage large volumes of data.
- Must be available for up to 40% business travel
- Live in MidAtlantic South Area (Wilmington, Baltimore area)

Geographic Location: MidAtlantic South Territory primarily in Delaware, Maryland

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012148&sid=99>

Requisition : 2012147

Job Title : Territory Service Sales Product Specialist – MidAtlantic North US Region

Description:

Position: Territory Service Sales Product Specialist – MidAtlantic US North Region (Primary New Jersey, Delaware, Eastern PA)

As the MidAtlantic Territory Services Sales Specialist, you will be part of Agilent Technologies Life Science and Chemical Analysis (LSCA) service sales team reporting to the North America Services Sales Mgr. In this critical sales role you will utilize your expertise and technical knowledge of the Pharmaceutical and Chemical Analysis industry to manage accounts in the MidAtlantic area majority in New Jersey, Delaware, Eastern PA. As a direct sales representative, you will be expected to travel and sell service solutions both face to face and indirectly (phone, email, etc.) In addition you will be expected to proactively develop and implement a successful sales strategy to exceed quota and maintain customer loyalty. As an integral member of the North America Support Sales team, you will use your excellent sales track record to focus on maintaining and growing the existing contract base and also acquire new customers from the existing installed base of customers.

Responsibilities include:

- Traveling and direct face to face selling to customers in assigned territory
- Representing Agilent LSCA to the customer in service sales-related activities
- Selling service contract solutions and programs to key decision makers (executives, department heads, and procurement) in assigned territory, industry, and accounts.
- Collaborating closely with Field Sales and Service Organization to develop and implement Account Plans for key and strategic accounts within territory.
- Collaborating closely with the Field Sales and Service Organizations, to develop and implement Territory Sales Plan and strategies to grow and defend the overall services business.
- Managing a renewal business funnel and closing orders to achieve territory quota.

Qualifications :

Requires

- BS/MS in Scientific, Engineering or Business discipline or equivalent.
- 3+ years hands on laboratory or industry experience with instrumentation hardware, software, applications coupled with industry regulatory requirements such as (GLP, GMP, FDA) highly desired
- 3+ years sales experience with a demonstrated track record of success in projects or sales at major accounts highly desired.
- Ability to translate the Value Proposition of service as a financial and operational benefit to meet customer needs.
- Strong business development, sales negotiating, and sales closing skills.
- Must have excellent communication skills (written and verbal) and teamwork skills.
- Outstanding presentation, planning and organizational skills
- High level knowledge of instrument support services business
- Computer literate with advanced skills using Microsoft suite of products (Outlook, Excel, Word, Powerpoint, Access) plus other IT systems.
- Able to interface comfortably at high levels within the customer management structure
- Demonstrated attention to detail and ability to manage large volumes of data.
- Must be available for up to 40% business travel
- Live in MidAtlantic North Area (New Jersey, Wilmington, Philadelphia area)

Geographic Location: MidAtlantic North Territory primarily in New Jersey, Delaware, Eastern PA

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012147&sid=99>

Requisition : 2012279

Job Title : Field Engineer - Key Accounts - Westlake, CA

Description:

As Agilent Technologies Life Science Chemical Analysis' Field Engineer, based out of our Westlake Village office you will be working with one of our major accounts as our on-site representative. Your primary focus will be to provide software, hardware, and application support for LSCA's LCMS and GCMS Instruments.

In this role you will:

- Effectively evaluate and implement new processes and hardware/software solutions.
- Provide application method trouble-shooting, evaluation, development, testing, and deployment support for chemistry clients.
- Coordinate system repairs/upgrades/installs/preventative maintenance
- Manage and coordinate service and support process
- Conduct user maintenance and application training
- Insure timely system upgrades (hardware/software), new installs, and preventative maintenance schedules are maintained and adhered to in a timely manner

Qualifications :

Requires

- BS or MS in Chemistry, Biochemistry, Biology or equivalent.
- 3+ years experience with analytical instrumentation in a lab environment
- Hands on experience with LC, LC/MS, GC, GC/MS instruments (operating, repairs, maintenance, etc.). Agilent instruments experience highly desired
- Experience in training lab personnel
- Applications experience and documentation of method evaluation, method development, method testing, method deployment.
- Application knowledge in prep LC and A2prep LCMS highly desired.
- Must have excellent communications skills with ability to build strong relationships with customer.

Geo Location: Westlake Village, CA

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012279&sid=99>

Requisition : 2012048
Job Title : Manufacturing Operations Coordinator

Description:

Consider joining an exciting production team that provides consumables for Agilent's growing pharmaceutical and life sciences customer base.

This position is located in Newport, Delaware. Relocation is NOT authorized. This is a first shift opportunity (6:30AM-3PM).

Column loading: Column hardware assembly, precision weighing of packing media, measuring specific solvents per loading conditions and set-up of column loading equipment.

Column inspection and testing: Preparation of HPLC instruments, solvents, and test samples for QC testing. Includes identifying column serial numbers, inspection of workmanship, testing each column by sample injection, verifying test data, and recording results.

Column packaging: Packaging of all columns for shipment to the distribution centers. Assembly and packaging of hardware kits and other related consumables. Strict attention to detail to ensure quality shipments to customers, including verification of all paperwork against the product being packaged.

Provides first level troubleshooting and applies corrective action. Works closely with engineering and technical support.

Follows all documented procedures and safety and environmental guidelines, and performs daily housekeeping duties.

Performs other functions as requested by supervision.

Mandatory overtime required at times.

Agilent Technologies is a global, diversified technology company, with 30,000 people focused on creating instruments for the communications, electronics and life sciences industries.

At our Delaware sites, located midway between Baltimore and Philadelphia, 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. You'll even see our instruments on television shows like "CSI".

Qualifications :

Musts:

- Demonstrated ability to work in a team environment.
- Demonstrated strong communication and organizational skills.
- Demonstrated ability to read and understand written procedures and instructions.
- Demonstrated ability to perform basic math (add, subtract, multiply, divide, ratios, weights & measures).
- Demonstrated ability to make timely decisions.
- Experience with troubleshooting and applying corrective actions.
- Demonstrated ability to maintain accurate records.
- Experience working with computers: keyboarding, Windows environment.
- Demonstrated ability to manipulate small parts, manual dexterity.
- Required to bend, stoop, and reach.
- Required to remain standing for extended periods of time.
- No known allergies to chemicals used in the work area.
- May be required to lift materials per entity specified and approved limits.
- May be required to participate in medical/screening or monitoring programs.

Desired:

- Basic PC skills: spreadsheets, word processing, databases.
- Previous manufacturing experience in an ISO certified environment.

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012048&sid=99>

Requisition : 2012285

Job Title : Field Technical Support Representative - Entry Level (GC/LC/MS Products)

Description:

Field Service Engineer-Entry- Sacramento/Bay Area

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. Provide service in accordance to a maintenance contract, which may involve a managed service arrangement. May calibrate equipment on-site for large volume customers.

Key responsibilities include on-site installation, customer training, repair and troubleshooting of hardware, and provide routine preventative maintenance, qualifications, and verification services. Typical Life Science and Chemical Analysis products include Liquid Chromatographs, Gas Chromatographs, Mass Spectrometers, UV/VIS Spectrophotometers, Data Systems, Purification Systems, and Proteomics Systems. 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.

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.

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 : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012285&sid=99>

Requisition : 2012368
Job Title : Software Quality Engineer

Description:

Want to take your Software Development expertise further? This is your opportunity to utilize your leadership and knowledge in an exciting collaborative work environment. In this challenging role at our Wilmington, DE facility your primary objective is to drive Agilent software to industry leading quality levels.

You will lead cross-functional global Software development teams in application of software quality principles throughout the product development lifecycle. .

Develop, implement and evaluate quality process tools, equipment, training and metrics.

Collaborate with Software R&D and Marketing departments to incorporate all levels of requirements into product specifications.

Write review and improve Quality Plans for software projects.

Champion and participate in Requirements Engineering Processes including tracking metrics.

Lead code inspections

Initiate peer reviews

Perform internal Software Quality Audits and assist with Customer Software Audits

Position will require minimal domestic and international travel. Successful candidate will need to relocate to Wilmington, DE; working remotely is not an option.

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 with recognized leadership in the chemical analysis and pharmaceutical markets. Our products are frequently behind the headlines in the news, from environmental regulations to new drug discoveries to Homeland Security.

Qualifications :

Requirements:

BS in Computer Science, Engineering, or related scientific field and a minimum of 5 years experience in software quality engineering and/or software testing

Must be experienced with tools for code quality, defect tracking, and revision control systems

Experience with ReqPro, FxCop, PVCS or ClearCase a plus!

Also requires a track record of leadership in driving organizational change with strong interpersonal, cross-functional collaboration and teamwork skills.

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012368&sid=99>

Requisition : 2012312

Job Title : Field Application Engineer - Expert

Description:

The Field application engineer in this role will provide pre-sales and post-sales support for Agilent's Automated Optical Inspection (AOI) systems which are used to measure\inspect customers printed circuit assemblies (PCAs).

The ideal candidate will:

- Understand customer's problems and recommend solutions to meet their needs. Ensure successful AOI implementation at customer site.
- Integrate Agilent products and services (at the system/solutions level) into customer's environment.
- Sell strategic consulting related to EMT portfolio and the customer application (test strategy consulting, AOI program development and auditing services, test effectivity evaluations).
- Provide strong pre-sales support including involvement in all phases of the sales process, requirements analysis, pre-qualification, feature-by-feature demonstrations, benchmarks, competitive positioning, and implementation/execution at the customer site.
- Build strong relationship with OEMs to sell AOI value throughout supply chain.
- Reduce broad concepts, business strategies into structured projects
- Leads the design/ delivery of integrated multiple technologies solutions; is the key contributor of technical expertise and business/ industry knowledge
- Solve complex, high impact system/application engineering services problems.
- May also deliver customer training classes.

Qualifications :

- Bachelors or Master Degree in Engineering (or equivalent).
- Minimum of 12 years practical experience
- 5-7 years relevant experience in AOI.
- Extensive knowledge of manufacturing and test process.
- Strong teamwork skills, communication skills, and customer skills.

This position can be based in Andover, MA; Schaumburg, IL or Chicago, IL

Agilent will not sponsor work authorization for this position

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012312&sid=99>

Requisition : 2012371

Job Title : Senior Field Service Technical Engineer--Account Management- NJ

Description:

As the Field Service Engineer for a high tech growth business serving the Life Sciences markets, your primary responsibilities will include: account management, as well as, providing support on Agilent analytical LC, GC and MS products for customers, on-site. This role will provide you with the opportunity to join the Life Sciences and Chemical Analysis Group (LSCA) of Agilent Technologies.

Agilent Field Service Engineers deliver technical expertise to customers based on Agilent products and services primarily in the LC, GC and MS areas including data systems. As an individual contributor, this job will focus primarily on large account management by providing customers with high quality services to ensure customer satisfaction. Responsibilities include on-site installation, customer training, repair and troubleshooting of hardware, and provide routine preventative maintenance, qualifications, and validation services. Other responsibilities include, adherence to environmental health and safety guidelines, understanding our customers business, parts management, coordinating resources, training, organization, providing feedback to manufacturing divisions, working with sales forces, and maintaining up to date technical knowledge for assigned products.

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? You'll even see our instruments on television shows like "CSI".

Agilent will not sponsor work authorization for this position

Qualifications :

BS Degree in Sciences (Chemistry, Biology, etc.) or equivalent work experience and a minimum of 5 years related hands-on LC or GC experience.

Proven track record of successful field customer management

Strong organizational and leadership capabilities.

Excellent verbal and written communication skills are a must.

Demonstrated ability to perform hands on maintenance, installations and selected repairs on analytical instruments.

Ability to solve, high impact problems related to product availability; typically system/solution focused.

Must be available for up to 15% travel that may include over-night stays.

Geographic Locations: NJ Region

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012371&sid=99>

Requisition : 2012125
Job Title : Opportunity Evaluation Manager

Description:

Agilent Technologies Business Development Group is seeking a talented and successful individual to lead and manage opportunity evaluation activities within our Life Sciences Chemical Analysis organization. Our objective is to proactively enhance its new business portfolio across the Integrated Biology, Chemical Analysis, Pharmaceutical and Consumables and Services Solutions Units. The Business Development team is chartered to both lead the strategic planning process and to identify and generate and evaluate vibrant and significant opportunities both internally and externally that will help to deliver the identified strategic goals of the company

Agilent is committed to an aggressive growth program that will enhance its leading market positions across its Life Sciences and Chemical Analysis businesses and so will continue to invest in world-class technical innovation and commercial opportunity evaluation. This will require building upon the strategic vision, creative management, commercial assessment and alliance formation that have become hallmarks of Agilent's success.

The successful candidate will drive, lead and manager the effective and efficient commercial evaluation of significant new commercial opportunities within LSCA following a venture capital-style model.

Working with other members of the Business Development team and Solutions Unit Managers this person will efficiently evaluate and make recommendations on new potential offerings both within existing Fields of Interest and also in new Fields of Interest for Agilent.

The objectives are to screen opportunities promptly and effectively and to ensure that we have a robust pipeline of new offerings.

This requires: Effective business case analysis of known opportunities resulting in clear and accurate recommendations regarding if and how to proceed with each opportunity. Creative scanning for companies and businesses of interest. The Opportunity evaluation Manager will also monitor and report on the health and status of the opportunity pipeline to LSCA senior management.

It is important that this person be comfortable leading and driving to decisions in the face of uncertainty.

Qualifications :

Essential Qualifications

- BS in biology, chemistry, biochemistry, molecular biology or related discipline.
- Master's degree in Business Administration along with a minimum of 5 years relevant market knowledge experience, typically 9 to 15 years practical experience, dealing with commercial evaluation of business opportunities.
- Strong business acumen.
- Demonstrated experience in the identification and evaluation of commercial opportunities within relevant industry sectors.
- Project Management experience
- Life Sciences or Chemical Analysis industry and market knowledge
- Excellent written and oral communication skills
- Demonstrated ability to influence senior managers.

Preferred Qualifications

- Ph.D. in biology, chemistry, biochemistry, molecular biology or related discipline
- Experience within a Venture Capital, Industry Marketing or Investment Analyst position

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012125&sid=99>

Requisition : 2012857

Job Title : Human Resources Executive Assistant – Life Science and Chemical Analysis

Description:

Position: Human Resources Executive Assistant – Life Science and Chemical Analysis

Here's an opportunity to use your prior professional experience as an Executive Assistant and join Agilent Technologies Life Science and Chemical Analysis Business (LSCA). In this role, you will support the LSCA's Vice President, Human Resources, as well as the Human Resources Manager for the Integrated Biology Solutions Business. In addition, you will provide support to the compensation consultant and partner with other LSCA Business Executive Administrative Assistants to provide backup support to other Senior Managers, and their respective staffs, on an as-needed basis.

Your responsibilities will include and are not limited to:

- Screening managers' internal and external correspondences (i.e. emails, voicemails, etc.) and actively reviewing, routing and responding to inquiries as appropriate with ability to handle sensitive situations while maintaining professional confidentiality.
- Maintaining manager's calendar(s), setting priorities, and scheduling appointments/meetings, travel arrangements, etc.
- Coordinating meetings and special events (i.e. customer meetings, offsite meetings, etc.) which includes creating the agenda, making logistical and travel arrangements, preparing and disseminating meeting materials and information.
- Researching, gathering and analyzing complex data to prepare reports, proposals, and presentation materials using various software applications.
- Managing internal business processes and conducting follow-up to ensure resolution (i.e. providing support during the stock and wage review processes)
- Coordinate activities with outside vendors and/or internal and external customers which includes requesting and/or providing necessary business information and follow-up to ensure issue resolution.
- Communicates policies, processes, and activities through memos, publications, web sites, or other vehicles as appropriate
- Performing general office duties or other services for the departments

Qualifications :

Requires:

- Some college with a Business Administration focus or equivalent, College degree preferred.
- 7+ years administrative assistant experience in a global professional office setting supporting senior level management/executives
- Experience supporting a Human Resources Organization coupled with biotech/pharma industry experience is highly desirable.
- Must be proficient in MS Office Suite (Outlook, Word, Excel, PowerPoint) and Internet savvy.
- Track record of success in ability to gather, analyze and organize complex information from several sources to compose materials for distribution/presentation.
- Excellent written and verbal communication skills and demonstrated proficiency in grammar and composition.
- Able to work independently in a fast-paced flexible global office environment
- Must have exceptional organization skills with ability to handle sensitive confidential information in a professional manner.
- Demonstrated knowledge of standard business practices, procedures, and business functions.

Geographic Location: Santa Clara, CA

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012857&sid=99>

Requisition : 2011211
Job Title : Manufacturing Quality Engineer

Description:

Be a key player for an organization that is a market leader in delivering innovative technologies, solutions, and services in the Life Sciences and Chemical Analysis industries.

You'll join the team in Quality/Materials Engineering, providing guidance, expertise and services to ensure process and product quality of the consumables portfolio of products. Here you'll determine and develop approaches to assignments, lead projects in liaison with other functions, customers and third parties, and deliver solutions that enable continuous process improvement.

Key Duties & Responsibilities...

Investigate current quality issues with the consumables supplies business, investigate quality issues from a customer perspective, propose a solution plan, and lead the implementation of quality improvement initiatives by working across Life Science and Chemical Analysis solution partners

Represent customer satisfaction issues with quality of our consumables products, by working with customer satisfaction processes that are within the LSCA quality processes.

Work closely with the consumables management team and product managers to deliver on customer quality improvement initiatives.

Lead or participate in Six Sigma initiatives for quality improvement of our supplies

Test consumables products to Agilent quality standards with respect to EMC, Safety and Environmental tests

This is the solutions oriented environment where your energy, enthusiasm and pro-active approach will not only help drive Agilent's continued growth and development, but also your own career success.

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. 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.

Qualifications :

Required

Bachelors Degree in Mechanical Engineering or equivalent
A minimum of 5 years relevant experience in a manufacturing environment
A minimum of 3 years relevant experience in a quality role
Experience with Six Sigma methodologies
Extensive experience improving the quality of products and/or consumables

Desired

Experience with new product introduction
EMC (Electromagnetic Compatibility) and environmental test experience
Experienced in equipment manufacturing

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=201211&sid=99>

Requisition : 2012953
Job Title : Telesales Representative - GC/LC Columns and Supplies
Description:
Position: Telesales Representative - GC/LC Columns and Supplies

Here is your opportunity to start your sales career at Agilent Technologies the Life Sciences and Chemical Analysis Business (LSCA) Sales and Support Field Sales staff as a Telesales Representative for GC/LC Columns and Supplies. 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.

Qualifications :

Requires:

- BS/BS degree or equivalent in biology, chemistry preferred. New Graduates Welcomed
- 3+ years experience in a customer facing role, in a sales/customer service organization. Experience within the life science technology industry highly desired.
- 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 : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012953&sid=99>

Requisition : 2012513
Job Title : Manufacturing Operations Support

Description:

Want to bring your skills and experience to work in a progressive, dynamic environment? This is your opportunity. you'll join the team in Process/Production, setting up and operating fabrication processes and equipment, fabricating, assembling and testing assemblies and products.

Supplies all required materials for manufacturing to the production staff chemicals, gases, fittings, distribution lines, etc. Requires the ability to use a variety of tools and test instruments to perform simple to moderate electro-mechanical repairs.

MANUFACTURING OPERATIONS SUPPORT

Specific responsibilities includes but not limited to the following:

- * Completes daily and weekly periodic maintenance:
- * Daily and weekly equipment inspections, with follow-up action(basic repairs, remedies)
- * Daily distribution of production chemicals and gases.
- * Maintenance of spare parts inventory.
- * Supplies all required materials for manufacturing to the production staff (
- * Generate repair work orders as required.
- * Perform weekly audits of daily and weekly Periodic Maintenance procedures.
- * On call daily via two-way radio.
- * Provides first level/ final solution troubleshooting and applies corrective action.
- * Works with senior support technicians as required.
- * Responsible for spare parts, chemical and Gas inventory maintenance and ordering.
- * Mandatory overtime required at times.
- * May be required to work on production line as needed to support manufacturing

Qualifications :

- * May require some higher education or specialized training/certification.
- * Requires a minimum of 3 years mfg process support experience with typically 6 to 8 years experience.
- * Experience with troubleshooting, applying corrective actions and accurate records documentation.
- * Ability to manipulate small parts; use of ocular and cutting pen
- * Ability to read and understand written procedures and instructions.
- * Must be able to work in a team environment, have good communication and organizational skills.
- * Experience working with Windows, Excel, Outlook and CMMS use and spare parts inventory maintenance
- * Ability to lift materials, bend, stoop, reach or remain standing for extended periods of time and
- * Participate in medical/screening or monitoring programs

Preferred:

- * ISO 9001 and 14001 experience
- * Hazardous materials training/cert

This is an 8 hour first shift opportunity with flexibility of start hours ranging from 5-7:30 am, based on business needs

Agilent will not sponsor work authorization for this position

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2012513&sid=99>

Requisition : 2013090
Job Title : GC Columns Production Supervisor

Description:

At Agilent Technologies, our exciting gas chromatography (GC) column's business, located in Folsom California, is part of the Life Science Chemical Analysis Business' (LSCA's) growing Consumables portfolio. LSCA's GC columns business is an industry leader in both market share and performance. We are entering new phases of manufacturing evolution with increased emphasis on process consistency, product availability and quality. This is a high-visibility product line where you will have the opportunity to make a real difference to one of Agilent's key Consumables businesses. Plus, we've embraced 6-Sigma and Lean methodologies making for a lively mix of scientific discovery, process improvement and employee development growth. To achieve these new heights, we are looking for a dynamic individual who has proven leadership abilities for a role in managing in our Production Environment.

Key Responsibilities include:

- Establishing operational business plans and technical project objectives to meet the short- and long- term goals of the production organization.
- Manages employees and/or production lines in various manufacturing or product support departments.
- Production Operation: Manage and balance workforce. Arrange and implement production plan to meet shipment requirements and ensure products' quality. Manage inventory in production line includes parts and WIP. Create and review products routing, cycle times, and parts' safety stock of production lines in SAP.
- Process improvement: Manage and continue improve production process to enhance quality and maximize production efficiency and productivity.
- People management and development: Recruit, select, appraise performance, and administer wages of reporting employees; create training and development plans for employees; determine assignments and change employee status in accordance with personnel policies of company.
- Business goal support: Understand business strategic priorities; participate and implement business plan of production line to support the realization of goals and tactical plans of company.
- New products support: Create production department plan, prototype build plan and organize the building to make sure the project is on schedule. Set up new production lines with lean manufacture knowledge.
- Work environment: Manage processes to ensure a safe, clean and orderly production line work environment.
- Budget: Establish budget and targets and control budget's implementation for assigned area of responsibility.

Qualifications :

Requires:

- Associate Degree or equivalent education.
- Minimum of 3 years experience as an individual contributor within a manufacturing environment, with typically 6 to 8 years experience in the same field.
- Supervisor experience within a manufacturing environment required.
- Demonstrated ability in: Customer satisfaction; Quality control; Process management
- Demonstrated leadership skills in: Organization and planning; Judgment skills; Conflict resolution
- Demonstrates excellent communication skills, speaks effectively and listens actively to others.
- Ability to present data and project status.
- Demonstrated ability to work with peers, partners, others and actively engages in collaborative cross functional projects.

Desires:

- Familiar with GC columns manufacturing processes and products or similar business environment.
- Lean manufacture knowledge
- 6 Sigma manufacturing knowledge
- Familiar with computerized production support tools.

Geo Location: Folsom, CA

Contact Person : Agilent Technologies

Email Address : resume.us@agilentcareer.com

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2013090&sid=99>