

Requisition : 2016513
Job Title : Direct Sales - Informatics Product Specialist

Description:

In this direct sales role you will join an elite team of specialists driving sales team be responsible for driving sales of Agilent Technologies Life Science and Chemical Analysis Business' Informatics Software Solution into both Chemical and Life Science Industry. You will carry quota and be compensated for all enterprise informatics software sales in the specified geography. You will be expected to develop and implement successful strategies and tactics to sell complex enterprise software solutions.

Key responsibilities:

- Proactively acts to understand customer needs and identify solutions to non-standard tasks/queries; actively creates business opportunities
- Determines and develops approaches to achieve quota/ strategies
- Leads projects requiring coordination with other functions, organizations
- Solves a broad range of problems of varying scope and complexity
- Manages a complex, enterprise solution sale with a mid to long sales cycle.
- Moves a sale through the entire sales process.
- Remains well informed about current industry trends.
- Keeps abreast of competition, competitive issues and products.
- Prepares presentations, reports and price quotations as well as assisting with contract negotiations.
- Defines and executes territory sales plans.

Qualifications:

Requires:

- BS/MS Degree equivalent plus a minimum of
- 3+ years direct sales experience selling enterprise informatics software and/or high tech analytical instrumentations
- Experience in the sales process in selling Informatics Products at the corporate level
- Strong knowledge of Laboratory and IT function within Chemical and Life Science markets.
- Proven success operating in a complex matrix selling environment with ability accurately to forecast.
- Ability to work multiple complex sales opportunities at multiple levels within prospective customer organizations
- Excellent communication and presentation skills
- Available for up to 50% travel

Geo Location: Midwest/Southwest Region of United States

Travel = 50 % of the time

Apply URL :

<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2016513&sid=371>