

Requisition : 2018730
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

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2018730&sid=371>