

**Requisition** : 2018386  
**Job Title** : Worldwide Sales Manager- Spectroscopy  
**Description:**

Agilent Technologies Materials Science Solutions Unit is looking for a seasoned sales executive to serve as their Worldwide Sales Manager. Reporting to the Vice President and General Manager, you will lead the development of a sales and channel strategy for Agilent's growing spectroscopy and microscopy business. This role requires extensive knowledge of spectroscopy and/or microscopy markets, an understanding of applications and trends, and an intuitive ability to align channel strategy to customer buying behaviors.

This new solutions unit will be a high growth, dynamic environment that will constantly challenge the management team to convert business opportunities and projected synergies into tangible order streams that meet/exceed targets. The product portfolio will primarily grow via an aggressive M&A program, supplemented by traditional organic product development programs. The focus will be on easy-to-use, reliable, benchtop microscopy and spectroscopy-based solutions for the materials testing, chemical analysis and life sciences markets. As a seasoned executive you will utilize your strong professional experience, leadership and quantitative skills, and industry specific knowledge to build a network of successful sales organizations. These organizations will operate within the overall LSCA (Life Science and Chemical Analysis) sales structures.

Your core responsibilities would include:

- Understand the existing/future sales structure within Agilent's LSCA Group. This includes developing networks that provide useful insights to diagnose channel issues and sales barriers.
- Understand the sales/channel strategies and structures of key competitors
- Develop a worldwide MSSU Sales Management Structure and Channel strategy
- Develop Product Line specific Sales/Channel strategies, including recruiting of sales professionals
- Work closely with acquisition integration teams to ensure successful field/channel assimilation
- Provide tactical dashboard metrics and review process to ensure sales targets are achieved and problems are identified and addressed in a timely manner.
- Provide strategic and tactical key account management as required
- Provide development and coaching of the Sales Management team, and institute a performance management process for the entire sales organization

Agilent Technologies is the world's premier measurement company. Agilent provides core electronic and bio-analytical measurement tools to engineers, service providers, researchers and scientists in the electronics, communications, life science research, environmental and petrochemical industries.

**Qualifications:**

- BS Biology, Chemistry, Biochemistry, Molecular Biology or related discipline required
- MS or Ph.D. in Biology, Chemistry, Biochemistry, Molecular Biology or related discipline preferred
- MBA preferred
- 5+ years of functional (Senior) management experience
- 10 to 15 years direct experience in sales in the Life Science or Chemical Analysis industries or a combination of sales and product marketing experience
- A solid understanding spectroscopy and/or microscopy products and markets
- A deep knowledge of key spectroscopy and/or microscopy customers, products, geographic preferences, funding alternatives and support delivery processes a must.
- Proven sound management, change management, teambuilding and leadership skills
- Results oriented, with successful track record in achieving targets, implementing change, and managing resources

- Demonstrated ability to develop creative/assertive plans that drive successful results to business goals; comfortable with taking risks, open minded to new concepts and ways of doing things
- International experience highly desired
- Excellent communications skills (written, oral, presentation, etc.) to all levels of cross-functional internal/external audiences

Geographic Location: US or Europe

Travel = 50% of the time

**Apply URL** :

<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2018386&sid=371>