

Requisition : 2019684
Job Title : Technical Sales Representative - Los Angeles Metro Area
Description:

As the Technical Sales Representative - Los Angeles Metro Area you will join a growing Sales Team within Stratagene - An Agilent Technologies Company.

You will put your scientific background combined with your excellent selling skills to work for a global leader in the development of molecular biology research products. We are currently looking for self-motivated and professional individuals to join our expanding sales force. To be successful in this role, you will need to put your understanding of scientific methods into play when calling on customers to uncover opportunities for Agilent products.

Key responsibilities:

- managing a customer base in a given geographic territory.
- performing direct presentations of Agilent products to Life Science customers
- ensuring excellent customer support.
- identifying and sourcing new business resulting in the growth of the territory at or above target

Qualifications:

- BS/BA Degree or equivalent in molecular biology or equivalent
- 1+ years research experience
- 3+ years related direct life science product sales experience with a demonstrated track record of successfully selling against a quota.
- Demonstrated business development and sales closing skills.
- Good written and verbal communication skills.
- Ability work within a team selling environment.
- Ability to interface with all levels within an organization for both internal/external customers.
- Must be able to travel up to 50% of the time.

Geo Location: Los Angeles Metro Area

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019684&sid=373>

Requisition : 2019838
Job Title : Pre/Post Sales Applications Scientist -LCMS (Small Molecules)

Description:

We are seeking an enthusiastic, people-oriented Pre/Post Sales Application Scientist for Agilent's Life Science and Chemical Analysis (LSCA)Business to maintain Center of Excellence for our "high-end" cutting edge LCMS Product Portfolio. In this role you become the champion of the Center of Excellence to our Americas Field Sales Team and a liaison to Marketing Groups in the Solution Units –Chemical Analyses, Proteomics, Consumables, LC, etc. You will interact with Product Managers responsible for Sample Prep, consumables and MS, as well as, sales personnel in an effort to drive business. Project management skills will be essential as you organize the Center of Excellence as a primary source of the integrated LC/MS solutions for external customers.

Key responsibilities:

- Partnering with the LSCA Sales Team to provide technical and applications assistance in response to customer inquiries for Trap and QQQ small molecule applications.
- Conducting in-house demonstrations on Trap. Chip Cube LC, QQQ and TOF for small molecule MS applications and assist the sales team in developing an end-to-end solutions sales to meet the customer's needs
- Providing application and performing product demonstration to showcase our state of the art mass spectrometry products at Product Demo facility (Centers of Excellence).
- Interfacing with customers in problem solving using Agilent products that includes running customer samples and feasibility studies.
- Conducting laboratory exercises and on-site consulting to customers in supporting the sales team.
- Contributing in the development of new proteomic applications for the Mass Spectrometry product line including writing application briefs to highlight product capabilities and making contributions to recognized scientific forums, including written, oral and poster presentations.
- Promoting Agilent's high-end LC/MS products and aiding in the training of Sales Force, as well as evaluating, and providing feedback to management on new products prior to release.
- Providing reports on activities in the field on a regular basis to Product Marketing and monitors technical trends in the proteomics markets.
- Preparing and presenting technical seminars to customers, potential customers and works with Agilent's Product Specialists to aid in the development of technical sales strategies.

Qualifications:

Requires

- BS/MS degree in Chemistry or Biology or Biochemistry or equivalent, PhD preferred
- 5+ years hands-on experience in the field of Mass Spectrometry
- Experience in Triple Quadrupole DMPK, small molecule applications and other LC/MS/MS technologies desirable.
- Industry experience specifically providing pre/post technical support for a sales organization or providing technical seminars to an audience is a plus.
- Prior experience supporting major pharmaceutical analyses is strongly desired
- Excellent verbal, written and presentation communications skills
- Strong project management experience skills with a lab environment are highly desirable.
- Available for flexible work schedule and business up to 25% business travel.

Geographic Location: Santa Clara, CA

Travel = 25% of the time

Apply URL :

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Requisition : 2019320

Job Title : Telesales Representative - Analytical Instrument Columns and Supplies

Description:

As the Telesales Representative for Analytical Instrument 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:

- Inbound telephone sales, Responding to customer inquiries and orders.
- Sales for low-complexity company consumable products and supplies to end-user customers.
- 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:

- AA/AS/BA/BS degree or equivalent. (new grads welcomed)
- 3+ years experience in a customer facing role, in a call center/sales/customer service organization; within a life science technology industry high desire.
- Must have experience working in a high call volume, fixed work schedule environment
- Excellent verbal and written communication skills.
- 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

Travel = 25% of the time

Apply URL :

<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019320&sid=371>

Requisition : 2019539

Job Title : Technical Sales Representative - San Francisco / Sacramento

Description:

As the Technical Sales Representative - San Francisco / Sacramento you will join a growing Sales Team within Stratagene - An Agilent Technologies Company.

You will put your scientific background combined with your excellent selling skills to work for a global leader in the development of molecular biology research products. We are currently looking for self-motivated and professional individuals to join our expanding sales force. To be successful in this role, you will need to put your understanding of scientific methods into play when calling on customers to uncover opportunities for Agilent products.

In this position, you will be responsible for managing a customer base in a given geographic territory. This includes making direct presentations of Agilent products to Life Science customers, as well as ensuring excellent customer support. You will also identify and source new business resulting in the growth of the territory at or above target.

Qualifications:

Requires: -

- BS/BA Degree or equivalent in molecular biology or related field is required
- 1+ years research experience
- 1+ years sales experience.
- Excellent written and oral communication skills required.
- Computer literacy required.- Customer contact experience highly desired.
- up to 50% travel

Geo Location: Northern California

Apply URL :

<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019539&sid=371>

Requisition : 2019575
Job Title : Direct Sales - Informatics Product Specialist
Description:

In this direct sales role you will join an elite team of specialists and 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

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019575&sid=371>