

# United States Jobs Expertini®

## Field Sales Representative

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Company: BRANDTECH® Scientific

Location: Seattle

Category: other-general

BrandTech Scientific prides itself on providing products with premium quality and excellent value with exceptional service to customers in the United States and Canada. We carry a selection of liquid handling products and life science plastics from BRAND GMBH + CO KG, vacuum technology from VACUUBRAND GMBH + CO KG, high quality plastic labware from VITLAB GMBH, and lab support jacks from Bochem Instrumente GmbH. If your background includes laboratory dealer experience, time in a science lab, and/or laboratory sales experience, we have a great opportunity for you! We are happy you are considering learning more about BrandTech and we look forward to reviewing your application.

[www.brandtech.com](http://www.brandtech.com)

### **Ideal Candidate**

Our most successful Field Sales Representatives have worked in the laboratory industry selling bench top equipment for a few years while developing strong relationships with their end users and resale partners. Those that have spent their time doing research in bio or chem labs have a great perspective on our customer needs. If you have the desire to continue to partner your love of science and inquiry with the ability to spend your days working with researchers, other sales partners, and matching our outstanding products with scientists, then you might be an ideal candidate!

### **Responsibilities**

This Field Sales position is work-from-home based in Greater Seattle and has responsibility

for multiple states in the Northwest USA. Travel to accounts on a daily basis in the Greater Seattle area is expected and overnight travel is expected about 25% of the time.

Provides support to end users and dealer personnel in the form of demonstrations of laboratory products, attendance and participation at tradeshow and tabletop shows, lead follow-up, lead generation, product quoting, and laboratory product expertise.

Familiar with selling through a laboratory dealer organization and on a direct basis with the end users. Understands the selling cycle as it pertains to capital equipment and consumable sales.

Understands chemistry and life science applications that relates to the value proposition from our laboratory equipment portfolio. Provides information to Management on new products, competitive products, and dealer activities.

Maintains current customer and dealer files by updating CRM, demo account records, current dealer lists; maintains knowledge of changes in dealer relationships at accounts in the rep's territory and general changes in our industry.

Develops and maintains strong relationships with internal Sales Managers, Inside Sales Representatives and Peers, working together as a team to achieve Regional and Company Sales Targets.

Maintains working business relationships with dealer management and customer management, including, but not limited to purchasing and stockroom personnel, research directors, and principal investigators. Trains appropriate dealer personnel including dealer customer service and sales personnel.

### **Qualifications**

Sales experience through a dealer organization is required while direct sales experience is a plus. A laboratory science degree is desired and prior experience in the laboratory products market space is a must. Our equipment ranges from laboratory consumables to capital equipment. This territory is based out of greater Seattle and will have responsibility for

WA, OR, MT, ID, and UT with Greater Seattle as an area of concentration.

Compensation DOE.

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