

Location: Westlake Village, CA

Seeking your personal challenge?

Implen is a privately held corporation that is a leading supplier for spectroscopy instruments and consumables for the non-destructive analysis of ultra low volume samples. The company focuses on biological, chemical, and pharmaceutical laboratories in industry and research. Since 2003 Implen has a strong focus on the customer taking pride in providing quality products and a high level of customer service to achieve total customer satisfaction.

To further grow the business we are looking for a

Product Sales Specialist

Your Assignment

- Significantly grow the business in Biotech, Bio Pharmaceuticals, Industrial, and Academic accounts in the assigned area
- Define action plans to meet / exceed sales objectives, provide accurate forecasts and meet monthly sales targets
- Lead generation: perform web based demonstrations, systematically identify opportunities and follow up
- Provide sales support to distribution partners
- Travel up to 60% (conferences, trainings, etc.)

Your Profile

- Degree in Biochemistry, Chemistry, Biology or equivalent education
- Systematic way of working
- Understanding of customer applications
- Excellent communication skills
- Computer skills (Microsoft Office products, etc.)
- Team player qualities
- Customer oriented thinking
- Local CANDIDATES only, must reside within 25 miles of Westlake Village, CA
- Proficient Mandarin Language Skills are a plus

We offer a challenging assignment with adequate payment in a non-bureaucratic work environment with plenty of room to realize individual ideas.

Interested? Please send us your resume and cover letter.

Implen, Inc.

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