

Product/Application specialist

Syngene, a market leading manufacturer of innovative scientific systems utilizing unique digital imaging technology to produce advanced systems for documentation and analysis of gels for genomic and proteomic studies, is looking for talented and energetic individuals to contribute to our team.

JOB TITLE:

Product/Application specialist for Genomic and Proteomic Gel Imaging Products,

JOB REQUIREMENTS:

- B.S. Degree in a life science field, required
- 2-3 years sales experience required
- Strong written and verbal communication required
- Strong organizational and time management skills required
- Must be detail oriented
- Technical background with CCD imaging experience preferred
- Gel Electrophoresis and chemiluminescence application experience preferred
- Proteomic application experience preferred
- Position requires travel 50-75% of the month to support customers and reps, demonstrate and install equipment, and attend trade shows

RESPONSIBILITIES:

Including but not limited to:

- Qualify leads before demonstration for information on applications, budget, and competitive threats.
- Learn technology and be able to successfully demonstrate the systems to prospects.
- Learn competitive information to successfully win orders.
- Work in the field to better educate reps and customers on the benefits of our products. While working in the field, maintain constant contact with other reps and home office via phone and email.
- Work with the sales reps on quotations for products that meet the customers' pricing and application needs.
- Work with sales reps for lead, before and after sale follow-up.
- National Trade Show attendance with local representatives and other company personnel.
- Support and promote sales at vendor shows.

UNIQUE CHALLENGES OF THE POSITION:

- Motivate and work with a diverse group of representatives with varying needs to successfully achieve and increase sales targets.
- Effectively establish rapport with reps, prospects and customers to successfully close sales.
- Time management to effectively balance supporting customers, reps and closing orders.
- Arranging travel between many locations 50-75% of the month to maximize applications support and sales time.
- Learning CCD imaging technology to effectively demonstrate products.
- Learning benefits, strengths and specifications of the Syngene products.
- Learning competitive specifications and weaknesses to inform customers thoroughly and accurately of product differences.

Compensation: Competitive package (base, commission + performance bonus) + benefits

Reporting to: VP of Sales

Location: Frederick, MD

Please e-mail your resume to: Paula@synoptics.us

Applicants only please