

## Job Description

**JOB TITLE:** Research Sales Engineer

**DEFINED TERRITORY:** Germany, Switzerland, Austria, Denmark, Poland, Czech Republic, Hungary

**REPORTING TO:** Sales Manager (EMEA-India)

**LOCATION:** Central/South Germany

### **MAIN FUNCTION OF JOB**

Sales of Imaris software within defined territory.

### **KEY TASKS AND DUTIES:**

1	Meet/Exceed agreed team and individual sales objectives
2	Customer visits and analysis of customer's imaging needs
3	Demonstration of the software and onsite work with the customer
4	Acquisition of new customers
5	Provide first line answers to technical and commercial queries from Distributors
6	Organization of exhibitions and workshops
7	Support and strengthen existing distributors relationships & highlight potential new distributors within the defined territory.
8	Continually compile market information/intelligence on dedicated regions with a view to providing market feedback to assist in the shaping of future product development and company strategy
9	Represent and promote Bitplane in a professional manner at trade fairs and conferences within the designated regions.
10	Provide weekly, monthly and quarterly sales report detailing bookings figures, potential sales, customer feedback and activity plan.
11	Any other duties as may be reasonably required from time to time by your line manager

**This job description is not incorporated into the employment contract but should be read as a guide only and not an inflexible specification of responsibilities. It may be changed**

## Person Specification and assessment method

### Position: Research Sales Engineer

	Essential	Desirable
<b>Training and Education</b>	<p>BSc degree or equivalent in life sciences</p> <p>2 years hands-on experience with confocal microscopes</p> <p>3 years hands-on experience in a life science laboratory</p>	<p>Hands-on experience with 3D image analysis software</p> <p>PhD degree or equivalent in life sciences</p> <p>Direct knowledge of grant/funding cycles/procedures</p>
<b>Experience</b>	<p>3 years experience in a sales role</p> <p>Experience in selling or supporting technical and high-value products</p> <p>Strong background in life science techniques, applications and markets</p>	<p>International sales experience</p> <p>Experience with sales via distributors and VARs</p> <p>Sales experience in microscopy market</p>
<b>Behavioural skills &amp; Competencies</b>	<p>Fluent in English and German</p> <p>Excellent networking skills</p> <p>Excellent communication skills</p> <p>Results-oriented</p> <p>Able to work on own initiative</p> <p>Able to build and mature good business relationships with across a wide variety of cultures, personalities and sectors</p> <p>Self-motivated</p>	<p>Good language skills in one other major European language (French preferred)</p>
<b>Special Circumstances</b>	<p>Able to work outside core hours when required.</p> <p>International travel (&gt;50% of working time expected)</p>	

**In the case of a high number of applicants, Andor Technology Plc reserves the right to shortlist also on the basis of desirable criteria.**