



Job Description

JOB TITLE: Regional Sales Engineer
Territory: Outside United States (Canada, Mexico and South America)

Ideally candidate will be from Toronto or Montreal.

REPORTING TO: National Sales Manager - Bitplane

MAIN FUNCTION OF JOB

Meet agreed team and individual sales objectives.

KEY TASKS AND DUTIES:

1.	Meet/exceed agreed team and individual sales objectives for Biplane's Imaris 3D/4D image analysis software
2.	Establish new business relationships with key science centers and scientists, and strengthen existing customer relationship within the defined territory.
3.	Provide answers to technical and commercial queries from direct research customers
4.	Perform customized demonstration of Bitplane software in a manner tailored for customer's specific scientific endpoints to promote the sale of products.
5.	Manage designated sales leads, prospects and customer accounts in a manner incumbent with agreed business objectives. Follow-up all sales opportunities on a monthly basis.
6.	Conduct user group meetings and training workshops in 3D/4D visualization and participate in advanced optical microscopy/image analysis courses as commercial faculty.
6.	Continually compile market information/intelligence on dedicated regions with a view to providing market feedback to assist in the shaping of future company strategy and product development.
7.	Represent and promote Bitplane in a professional manner at tradeshow and conferences within the designated regions.
8.	Provide a weekly sales report detailing bookings figures, potential sales, customer feedback and activity plan.
9.	Manage and process all orders received for the region.
10.	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

Position: Sales Engineer

	<u>Essential</u>	<u>Desirable</u>
Training and Education	Degree or equivalent in a science or engineering discipline	Advanced degree (M.S./PhD.) in Biology or Life Sciences
Experience	Experience in a sales, application scientist or technical support role Experience in selling or supporting technical and high-value software	Expertise in confocal, widefield, live-cell imaging and advanced image analysis
Behavioral skills & Competencies	Excellent communication skills Results-oriented Able to work on own initiative Able to build good business relationships across a wide variety of cultures and personalities	Keen interest in scientific advances and innovations in image analysis and advanced optics. Creative problem solving ability
Special Circumstances	Able to work outside core hours when required. International travel	Desired (but not required): Ability to speak in any of the following languages: French, Portuguese, and Spanish