

Account Manager laboratory equipment

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Company: Michael Page

Location: Mexico City

Category: arts-design-entertainment-sports-and-media

- Maintain installed base customer satisfaction.
- Aggressively develop new prospects and penetrate competitive accounts.
- Build technical competency on the company's solution and to be perceived by customers as a credible resource.
- Provide information to marketing team to create business development programs
- Fully utilize of our Sales contact management tools and applications
- Submit accurate and timely monthly sales forecasts.
- Develop business through monthly plans of action

Experience in selling laboratory equipment.|Experience with food and beverage clients

- Degree BS/Master/PHD in scientific areas such as chemistry, biology, or biochemistry
- At least 3 years chromatography experience. UPLC, Mass Spec, field sales is essential
- At least 3 years selling to food and beverage companies

- Action orientation and self-driven for results
- Good communication and presentation skills· CRM knowledge (Sales Force)
- Strong technical background in analytical technologies, especially LC and MS
- Advanced English

Prestaciones superiores a las de ley

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