

# Mexico Jobs Expertini®

## Mexico and LAD Clinical Manager

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Company: Waters Corporation

Location: Mexico City

Category: other-general

### Overview

Waters is seeking a dynamic individual to fill the role of an Mexico and LAD Clinical Manager. Responsibilities include driving sales of our full range of products and services including Ultra Performance Liquid Chromatography Systems, Mass Spectrometers, Software, Consumables and Services, pertaining to Clinical Business Unit for Mexico and Latin America Distributors region. The desired candidate should be a self starter in developing and implementing a Territorial Business Plan working collaboratively with Americas General manager, marketing colleagues, and local distributors in delivering an aggressive call cycle and business development activities. The foundation of the Mexico and LAD Manager's role is to develop a keen understanding of the customers' needs and challenges, designing a complete solutions with lasting and meaningful business impact to our customers.

### Responsibilities

Meet or exceed sales targets

Maintain installed base customer satisfaction

Aggressively develop new prospects and penetrate competitive accounts

Visit customers on a daily basis to highlight Waters solutions and help customers with their challenges

Build technical competency on Waters solution and to be perceived by customers as a credible resource

Keep current Clinical and Forensic markets dynamics, application trends, and competitive information

Provide support and visit end-users accounts along with local distributors in key countries, defined by the Americas General Manager

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

### **Qualifications**

Degree BS/Master/PHD in scientific areas such as chemistry, biology, or biochemistry

At least 3 years chromatography experience. UPLC, Mass Spec, field sales and/or marketing is a plus

Action orientation and self-driven for results

Good communication and presentation skills

Good organization / planning / time management skills

Strong interpersonal skills and a good listener

Matured disposition, positive attitude and strong sense of commitment

Adaptive to dynamic and changing environment

Strong technical background in analytical technologies, especially LC and MS

### **Company Description**

Waters Corporation (NYSE: WAT), the world's leading specialty measurement company, has pioneered chromatography, mass spectrometry and thermal analysis innovations serving the life, materials, and food sciences for over 60 years. With approximately 8,000 employees worldwide, Waters operates directly in 35 countries, including 15 manufacturing facilities, with products available in more than 100 countries. Our team focuses on creating business

advantages for laboratory-dependent organizations to enable significant advancement in healthcare delivery, environmental management, food safety, and water quality.

Working at Waters enables our employees to unlock the potential of their careers. Our global team is driven by purpose. We strive to be better, learn and improve every day in everything we do. We're the problem solvers and innovators that aren't afraid to take risks to transform the world of human health and well-being. We're all in it together delivering benefit as one to provide the insights needed today in order to solve the challenges of tomorrow.

Diversity and inclusion are fundamental to our core values at Waters Corporation. It is our responsibility to actively implement programs and practices to drive inclusive behavior and increase diversity across the organization. We are united by diversity and thrive on it for the benefit of our employees, our products, our customers and our community. Waters is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, national origin, sexual orientation, age, marital status, disability, gender identity or protected Veteran status.

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