

Field Sales Engineer – Atlanta, GA

Shimadzu Scientific Instruments is hiring a Field Sales Engineer for our Atlanta Sales territory. This person will be responsible for selling our entire product line (HPLC, GC, MS, Spectroscopy, UV-Vis, TOC, etc.). This position affords the ability to have an excellent base salary, uncapped commissions, and a company vehicle! Details are below:

Position Summary:

The individual in this position is responsible for a wide variety of sales related functions including sales of all assigned product lines, demonstrations, installations, training, reports as required, the maintenance and safekeeping of demonstration instrumentation, computers, software, company vehicles and other company property, as well as, other related duties which may be assigned from time to time.

This position will be required to reach or exceed assigned sales goals within an assigned geographic territory.

Job Function(s):

Establish and maintain a good relationship with all accounts
Perform demonstrations, installations and training
Timely submission of all required paperwork such as Call Reports, Expense Accounts, Forecasts, Lost Order Reports, Bid Opening Results, Competitive Marketing Information
Submission of Territorial Marketing Plan
Performing adequate sales calls, demonstrations and other calls as necessary
Achieving and maintaining a high level of technical proficiency in all areas related to the assigned product lines
Maintenance of account records
Conducting proper lead follow-up programs
Maintenance and safekeeping of all assigned company property
Must travel overnight as the position requires
Must travel by air and drive as required

Additional Functions:

This position's primary focus is to achieve sales goals while maintaining excellent customer relations and reporting back to the Regional and Home Offices those factors, both good and bad, that affect the assigned territory.

Knowledge Requirements:

The incumbent must be able to make effective and efficient decisions to solve problems based on customer needs and requirements.

Education and/or Experience:

1. Degree in one of the Life Sciences
2. Three years successful sales experience with one or more of our equivalent product lines
3. Possess a valid driver's license.

Shimadzu Scientific Instruments is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.