

## **Sales Support Representative – Somerset, NJ (New Jersey Regional Office)**

Shimadzu Scientific Instruments is one of the largest suppliers of analytical instrumentation, physical testing, and environmental monitoring systems in the world. Our products include Gas Chromatographs, Liquid Chromatographs, Mass Spectrometers, Total Organic Carbon Analyzers, UV-Vis Spectrometers, Fluorescence, Atomic Absorption, IR, X-Ray, and Universal Testing Machines. In 1975, SSI Corporate Headquarters was established in Columbia, Maryland and we currently have nine regional offices coast to coast.

Shimadzu Scientific Instruments is hiring a ***Sales Support Representative*** for our New Jersey Sales Territory, centered in Somerset, NJ. This person will be responsible for providing a variety of sales/support functions, as needed by the Field Sales and Technical Support staff. The incumbent must also possess the ability to plan, organize and effectively complete projects assigned by the Regional Manager, as well as other related duties that may be assigned from time to time. This is an entry-level position with the intent to develop into a Field Sales position after adequate training. This person must be amenable to potential relocation as opportunities around the country arise.

### **Position Summary:**

This position is to assist the Regional Manager, Sales Engineers and Technical Support Staff in order to learn all aspects of the sales function, including product information and applications. This person will assist in sales calls, demonstrations, follow up with customers, preparation of quotations and all sales related request, as well as, other related duties that may be assigned from time to time.

### **Job Function(s):**

Handle customer telephone sales/support calls.

- Maintain and schedule the use of demo equipment.
- Travel with Regional Sales and Technical support to learn how the system works and how the selling and support functions operate.
- Assist in quotation generation with Regional Administrator.
- Order all demo or technical support requests.
- Learn the sales process through course work or training seminars.
- Must travel overnight as the position requires.
- Must travel by air and drive as required.
- Develop familiarity with all Shimadzu products and procedures

### **Additional Functions:**

The focus of this position is to prepare for becoming a Shimadzu Field Sales Engineer. This includes product knowledge, learning the sales process, and dealing with all aspects of customer relations.

### **Knowledge Requirements:**

CASUAL	WORKING	THOROUGH
Human Relations	Computer Literacy Customer Applications Knowledge of Chemistry SSI Internal Systems CRM	Customer Relations Organization Skills Product Knowledge Laboratory Procedures

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

**Education and/or Experience:**

A college degree in one of the appropriate sciences and at least two years laboratory experience (or the equivalent) is required. Valid driver's license is a must.

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.