

Strategic Collaborations Specialist (Innovation Center)

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.

POSITION SUMMARY:

The Collaborations Specialist in this position will:

- Secure the success of Shimadzu’s business expansion throughout North America, through a variety of R&D, marketing and business functions.
- Research the market place along with regulatory and technological demands and trends to create sales and technical materials.
- Drive sales by delivering presentations to customers and Shimadzu sales employees.
- Promote strategic collaborations for business expansion in core market segments by utilizing resources in the newly opened Innovation Center, Shimadzu Corporation in Kyoto, and departments in Shimadzu – North America.
- Capture market surveys and demographic data for various market segments.
- Anticipate customer needs and defines market segments for the customer.
- Successfully translate market information into actionable plans and products that satisfy those needs; while maintaining consistency with Shimadzu’s profit and business objectives.
- Travel domestically and globally in support of Shimadzu’s marketing efforts.
- Provides market, industry and competitive analysis. Works with the business units in Shimadzu Corporation and its subsidiaries to develop marketing strategies involving product development, pricing, placement and promotion.
- Creates and delivers training seminar materials in combination with product marketing groups, Shimadzu Corporation and subsidiaries.
- Spearhead specific North American and global strategic collaboration projects and global subsidiaries as directed by the Strategic Collaborations Manager at Innovation Center.

KNOWLEDGE REQUIREMENTS:

CASUAL	WORKING	THOROUGH
Human Relations Global/Cultural Relations Customer Management Administrative Procedures Finance/Accounting	Communication Skills Shimadzu Products Organizational Skills Negotiating CRM, Great Plains, VI Technical Problem Solving Time Management Shimadzu Organization	Business Planning Public Speaking LCMS, HPLC, DP Software Chemistry Marketing & Market Knowledge Salesmanship Report Generation Project Management

The specialist understands and anticipates market trends and opportunities especially in clinical, pharmaceuticals, food, environmental and chemical/energy markets, and translates the information into actionable plans and products to satisfy customer needs while maintaining consistency with Shimadzu’s profit and business objectives.

PROBLEM SOLVING REQUIREMENTS:

The marketing specialist must be proficient at operating in an independent fashion within the guidelines and goals set by the Strategic Collaborations Manager. Good communication skills and timely submission of various reports are critical. The ability to work with diverse groups and allocate limited time resources efficiently. This person is pivotal in assisting the Strategic Collaborations Manager in the implementation of the goals of the Strategic Collaborations Group at Innovation Center.

EDUCATION AND/OR EXPERIENCE REQUIREMENTS:



North America - Job Posting

Bachelors' Degree in one of the Life Sciences, MBA is preferred. Minimum three years' experience in analytical instrumentation market is desired, lab experience as applications chemist and/or Marketing experience is preferred. Global experience a plus. Position requires excellent written and oral communication skills including presentation experience to large and diverse audiences.

To apply, please visit our employment website (<http://www.ssi.shimadzu.com/employment>)

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.