



Position: Field Sales Specialist

Country:	UK	Location:	Poole Office/ Field Based
Business Unit:	Research Specialties	Department:	RS Field Sales
Version Date:	V1	Written by:	BU Manager
Position Reports to:	RS BU Manager	HR SOP Ref. No.	

PURPOSE OF THE POSITION

To manage the “Analytical Product Initiative” by directly promoting, selling including telesales, marketing and offering technical expertise for the Analytical product portfolio/services through professional and ethical means. To deliver the annual business goals in relation to business growth as defined in line with corporate directives for Analytical products and services as measured by sales, market share and product mix. The Analytical Specialist is expected to provide strong technical sales and product expertise within the field of analytical chemistry, chromatography and other related products and application areas.

ESSENTIAL JOB FUNCTIONS

- To successfully manage a post coded sales territory in line with the corporate goals and targets.
- Face to face visits with customer in the region of 4/day.
- Develop and implement business plans to manage the territory around the defined product / industry initiatives.
- Maintain appropriate records and ensure that all business leads and quotes are effectively followed up in a realistic time.
- Identify business opportunity, developing and follow up, working with inside sales /Technical teams.
- Ensure that database / SAMS is maintained.
- Support and contribute to the production of UK sales development programs for Analytical products by implementing and testing new ideas that can be shared within the team structure and ultimately Europe if appropriate.
- Superior technical knowledge/ experience to carry out discussions and presentations.

BASIC QUALIFICATIONS

Education: *Essential:* An associated Science Degree or PhD focused within analytical sciences.
Desirable: Business qualification

EXPERIENCE/KEY ACHIEVEMENTS:

- Direct sales experience with a highly successful track record of delivering business results.
- A proven record of accomplishment of exceptional results and ability to communicate and conduct business programs at senior management levels.
- A proven ability to map and plan activities on your geographical territory, with particular emphasis on the prioritization and identification of key opportunities.

SKILLS/KNOWLEDGE:

Critical: Strong technical sales and product expertise within the field of analytical chemistry, chromatography and other related products and application areas. Numerate with good communication and organization skills
Essential: Empathy and understanding of the challenges facing the sales teams. Active team player. Creativity and innovation in respect of problem solving and developing new solutions. Personality, drive and enthusiasm to succeed and achieve in this challenging position.
Desirable: Excellent presentation skills

ADDITIONAL LOCAL NEEDS:

Environmental conditions:
 Physical requirements: Required to travel extensively throughout the UK and on occasions abroad, resulting in time away from home base as necessary. Required to drive daily in pursuit of activities.

Note: This job description reflects management’s assignment of essential functions and position responsibilities. This job description in no way states or implies that these are the only duties to be performed by the incumbent in this position and nothing in this job description restricts management’s right to assign or reassign duties and responsibilities to this job at any time. Requirements are representative of minimum levels of knowledge, skills, and/or abilities expected to meet job standards.

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