

SPECTROSCOPY PRODUCT SPECIALIST

Empresa: As the world's premier measurement company, Agilent Technologies works in close collaboration with engineers, scientists, and researchers around the globe to meet life sciences, chemical analysis, communications and electronics challenges of today and tomorrow. The company operates two primary businesses - electronic and bio -analytical measurement. Agilent is committed to providing innovative measurement solutions that enable our customers and partners- the leaders in their fields - to deliver the products and services that make a measurable difference in the lives of people everywhere..

Localidad: Barcelona

Descripción:

Your main responsibilities include:

- Driving and developing the atomic and molecular spectroscopy business in Spain. Involving and supporting all sales channels from identifying automation leads to closing a orders
- Managing funnel including monthly forecast
- Monthly Win/Lost report
- Support deployment of EMEA marketing plan by delivering presentations and conference support

Requisitos

We are looking for a person with the following skills and qualifications:

Qualifications:

- Master Degree or University Degree in Chemistry
- Minimum of 3 years relevant experience, with typically 3 to 6 years practical experience
- Experience in Sales environment
- Background in Atomic Spectroscopy or/and molecular Spectroscopy is a must

Skills:

- Advanced computer skills
- Strong negotiation, presentation and communication skills
- Fluent in English

Soft skills:

- Excellent communication skills
- Organized and service- oriented
- Customer- driven with solid service skills for both internal and external Customers

Oferta

- Competitive Salary