

Job Title:

Sales Manager, Germany, Austria, German Speaking Switzerland

Background:

Scion Instruments was founded after the acquisition of the former Varian Instruments GC and GCMS products from Bruker Corporation in November 2014, with its headquarters in Livingstone, Scotland. A new name with a long history of utilizing gas chromatography to develop Custom Analyzer systems focusing on the petroleum, petrochemical, energy, specialty gas and environmental markets that enable our customers to improve their products and processes.

May 1, 2015 Scion Instruments opened a new facility in Goes, The Netherlands. Comprising mainly former Varian GC application and manufacturing personnel, this group has a wealth of GC knowledge and experience and is responsible for building and testing a broad range of Scion GC Analyzer's for petrochemical and other special applications.

As Scion Instruments, delivering excellence in products, services and innovations to the industrial, academic and environmental applied markets is our mission and commitment. Scion Instruments is committed to continuing the 50+ year legacy of product and service innovation.

Job Description:

The Sales Manager will be responsible for growing the Scion Instruments Chromatography, Mass Spectrometry (SQ) and HPLC Products in the region.

As a sales engineer, the candidate must develop and execute a successful business plan that will result in maintaining and growing the current Customer Installed Base, proactively building customer relationships via face to face visits and maintaining customer satisfaction by promptly responding to all customer needs and requests.

The business plan will include the yearly sales forecast and achievable targets. The candidate must actively prospect for new sales opportunities and new customers as well as manage the existing customers. The candidate is after internal trainings and support the expert in understanding the product, market area, trends, opportunities and competitive activity in the GC, GCMS and HPLC market in the region.

The candidate will also be required to maintain an accurate Sales Forecast to cover the upcoming 30-60-90 days, as well as, long-term opportunities. The Sales Manager will use and maintain our CRM tool and generate a monthly report for the Region.

Summary: The successful candidate must be able to demonstrate strong sales skills to orient customer's budget towards Scion Instruments.

He/She must be team oriented, flexible, and actively seek to share information and assist his or her peers.

Qualifications:

- Bachelor's degree in Technology Science, Chemistry or Physics, Major/Minor
- Direct laboratory experience is a plus
- Knowledge of the key markets, especially Chemical & PetroChemical
- Strong organizational Skills and Ability to Work Independently

- Strong Face-to-face customer contact
- Drive to grow the sales of new products and revenue of the company
- A real Team player
- Flexibility, it is your nature.
- Strong people skills.
- A customer focused attitude.
- Fluent in English
- Located in Germany and working from home

Tasks & Responsibilities:

- Contact new and established customers to Scion GC's, GC-MS, HPLC's as well as Columns, Spare Parts, Service Contracts, Trainings and maintain effective customer relations
- Meet/Exceed assigned quarterly and yearly sales targets Increase revenue and margin levels of products/services
- Execute market growth strategy
- Prepares sales forecast, implement project and opportunity forecasting
- Anticipate and analyze customer (current and future trends) needs, industry market segment trends
- Provide customer and channel relationship management
- Face-to-face customer contact in support of key accounts sales strategy and tactics
- Experience in Gas Chromatography is a plus
- Knowledge of Hydrocarbon Processing Industry is a plus
- Ability to travel 50%– domestic and international
- Job Type: Full-time

Education:

- Bachelor's

Language:

- German is mandatory
- English is a must

Package:

- Salary depends on experience and qualification
- Yearly incentive depends on the achieved target
- A Representative Car with fuel card
- Company Laptop + Mobile phone