Blue Scientific Ltd
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Career Opportunity, BlueScientific Ltd

Position: Sales Engineer, Nordic Region

Territory: Nordics - Sweden, Norway, Denmark, Finland and Iceland

Products: Atomic Force Microscopes (AFM), Nanoindentation, Surface Profilometers (contact and non-contact), Tribology Testing.

Location: Field based / Home office in territory, ideally close to a major airport in Sweden, Denmark or Norway.

BlueScientific is a dynamic, rapidly growing business specializing in the sales and service of market-leading scientific instrumentation for research, development and process control applications in both academic and industrial markets across the UK, Ireland Netherlands and Nordic region (Denmark, Sweden, Finland, Norway and Iceland).

Due to continued high growth, we are now seeking to appoint a highly motivated individual to the position of Sales Engineer, Nordic Region. The position is for home-based working with flexibility on the base location, but with coverage for all of the Nordic countries and therefore a relatively high degree of travel will be required. There is already a well-established revenue stream for the relevant products in the region, which we are seeking to further grow through this appointment.

Role description:

As territory sales engineer you are responsible for sales of certain products within the company's portfolio of scientific instrumentation across the territory. All tasks are related to managing the sales of these particular products in the region and more specifically, achieving the sales bookings targets. This is to be achieved via proactive management of the sales process including:

• Prospecting for new business and following up on new and existing enquiries e.g. through telephone calls, online video meetings, customer visits, presentations, seminars, workshops and attendance at tradeshows and conferences.

• Provide consultation and guidance regarding customers' applications, ensuring correct products are provided to meet needs and exceed expectations in line with corporate aspirations.

• Use the customer relationship management (CRM) software to plan ahead and make efficient use of time and company resources in order to achieve the principal responsibilities.

• Manage the sales cycle and buying processes to conclusion and use the CRM system to assist this and maintain records, to enable accurate sales forecasting

• Negotiating and closing orders to exceed quarterly and annual sales targets.

Qualifications:

We believe the successful candidate will hold a physical or life sciences degree to at least Bachelor level and will have proven achievement of sales targets and objectives in a sales role for a minimum of two years. Preferably you have had exposure to analytical instruments in the areas AFM or surface profilometers though experience in any areas of scientific instrumentation sales would be welcome.

Most importantly the successful candidate will;

- Be extremely highly motivated – a positive, high-energy approach is critical for this role
- be target-driven, competitive with a natural "will-to-win"
- be a strong team player with a positive attitude to collaborative working
- be customer focused.
- have excellent verbal and written communication skills particularly the ability to listen and quickly understand customer requirements and priorities.
- have strong time management and prioritization skills
- be open to coaching and personal development and also be able to assimilate & apply new product information quickly and efficiently.

Regular travel throughout the territory will be required in the process of visiting customers, attending conferences and workshops etc as per the norm for a field sales role.

About BlueScientific:

Established in 2013, BlueScientific Ltd is a distributor of market-leading scientific instruments, serving customers in the UK, Ireland, Netherlands and Nordic countries. Headquartered in Cambridge UK, our employees are based throughout the region, providing local sales, service and ongoing technical support to customers in both the academic and industrial sectors. We represent some of the World's leading manufacturers, including Bruker, Ametek and Thermo Fisher, serving customers across a range of applications, including materials science, geology and mining, energy storage, surface analysis and life sciences.

BlueScientific offers a flexible position in a dynamic work environment, together with a highly competitive benefits package. We are an ambitious, dynamic and fast-growing business, offering a supportive work environment for our employees, with excellent opportunities for career development. Our ethos is one of developing our personnel, with coaching, training and growth opportunities as well as empowering them to be able to give exceptional customer service.