

Laboratory Equipment Service Contract Sales

City

Cincinnati, Ohio

Employer

KPrime Technologies
14647 S. 50th Street
Phoenix, AZ 85044

About the Company

KPrime Technologies is a rapidly expanding company. Our focus is to sell, service, and support test and measurement equipment in a cost-effective manner. KPrime is the largest independent supplier of sales/service of analytical lab instrumentation in North America. We are the authorized sales and strategic service provider for **Agilent Technologies**, **Sartorius** and **Metrohm** products in various geographies across Canada and USA.

KPrime Technologies can truly provide a one stop shopping experience for analytical instruments from the hardware, software, supplies, installation, training, extended warranty/service contract options right through to providing financing for the instrument.

Our clients include various environmental service labs, refinery labs, government research facilities, university research labs, pharmaceutical and biotech labs, healthcare facilities and a wide range of analytical laboratories.

Details

This position will be working with the Support Sales group of Agilent Technologies. The primary role of this position will be the selling of service contracts for analytical equipment to defined accounts within a territory.

The territory will be Ohio, West Virginia, and West Pennsylvania. These accounts typically have existing service contracts but there is a new business development aspect to this position. You will be involved in service contract renewals, warranty conversions and other programs that incent customers to purchase service contracts.

The ability to travel, including up to 30% overnight travel, will be a requirement for this position. The successful candidate will be located in a home office in Cincinnati, Ohio. A practical knowledge of both chromatography and spectroscopy analytical techniques would be a definite asset to be successful in this position.

- You must possess a valid driver's license and a vehicle
- Some training and meetings may take place outside of the US. Having a valid passport is desirable.
- Anticipated start for this position is January, 2017.

Education

- Minimum – BSc. in either a science or business discipline. Some experience in a scientific laboratory would be an asset.

Essential Duties and Responsibilities

- Work with customers to renew service contracts. Ensure any new equipment is added to the contract.
- Ability to clearly explain the various service contract offerings that are available to a customer.
- Ability to handle a large volume of service contract renewals in an efficient and organized manner.
- Interact and effectively communicate to other members of the team. You will be responsible to provide monthly updates on the status of service contract renewals and new business to the team lead.
- Participate in regular sales team meetings and campaign review via teleconference.
- Communicate progress, opportunities and obstacles to Sales Manager.
- Complete timely and accurate forecasts.
- Identify new sales opportunities by cross-selling or up-selling.
- Schedule face to face meetings with customers (30% – 40% of work schedule).
- You should be a highly organized, meticulous and methodical worker. Dealing with details and ensuring the contracts are completed accurately is a critical success factor to this position.
- Having a proven ability to work with computer systems/software (ERP and CRM systems) will be strongly desirable. This position requires most your day working with computers to be successful in this position.

Candidates should be able to give specific examples of experience they should be successful in performing these duties

Compensation

Performance based compensation, with a strong base salary and commission structure.

Application Procedure

Application by e-mail only; subject line of e-mail should be "Support Sales Representative."

Contact: resumes@kprime.net

Application Deadline

December 31, 2016 but the position may close earlier if a suitable candidate is found

As a condition of employment, the successful candidate will be required to consent to employee screening checks. These may include, but are not limited to: criminal record check, verification of employment history, verification of academic credentials, and verification of identification.