

Location: Westlake Village, CA



### **Seeking your personal challenge?**

Implen is a privately held corporation that is a leading supplier for spectroscopy instruments and consumables for the non-destructive analysis of ultra-low volume samples. The company focuses on biological, chemical, and pharmaceutical laboratories in industry and research. Since 2003 Implen has a strong focus on the customer taking pride in providing quality products and a high level of customer service to achieve total customer satisfaction with more than 13,000 units installed worldwide and over 27,000 scientific publications available mentioning products from Implen.

To further grow the business we are looking for:

## **Product Sales Specialist**

### **Responsibilities**

- Significantly grow the business in Biotech, Bio Pharmaceuticals, Industrial, and Academic accounts in the assigned area
- Define action plans to meet / exceed sales objectives, provide
- Accurate forecasts and meet monthly sales targets
- Lead generation: perform web based demonstrations, systematically identify opportunities and follow up
- Provide sales support to distribution partners
- Travel up to 30% (conferences, local product presentations, etc.)

### **Profile**

- Degree in Biochemistry, Chemistry, Biology or equivalent education (Associate, Bachelor, Master, PhD), College Grads are welcome to apply
- Systematic way of working
- Understanding of customer applications
- Excellent communication skills
- Social Media skills (LinkedIn, Twitter, YouTube, etc.)
- Computer skills (Microsoft Office products, etc.)
- Team player qualities
- Customer oriented thinking
- CANDIDATES with proximity to a major airport only

We offer a challenging assignment with adequate payment and benefits in a non-bureaucratic work environment with significant growth and plenty of room to realize individual ideas and career goals.

Interested? Please send us your resume and cover letter.

Implen, Inc.

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