



Territory Sales Manager

Location: Northeast

Reports To: National Sales Manager

Start Date: Q4, 2017

Company Description:

Quantum Analytics is an established Value Added Distributor addressing the analytical instrumentation industry. We market and distribute products with a portfolio of premier manufacturing partners and provide cross-platform integration, installation, training, and support for our customers. In addition, we provide flexible financing options that include lease, rent, or buy.

Position Description:

The Territory Sales Manager is a fundamental position for leading sales activities related to chromatography and mass spectroscopy products in the Northeast region, for Clinical, BioTech, Pharma, Industrial, Energy, Environmental, and other markets. This individual will be responsible for defining and proposing Quantum value added solutions in the territory. Creating and maintaining key vendor relationships and exceptional time management is an essential responsibility.

Job Responsibilities:

- Organize regional sales strategy including research on corporate, academic, and government target accounts.
- Meet or exceed defined sales volume targets.
- Determine customer need and define solution with support of product specialist including vendor partners.
- Provide proposals based on customer application, budget, and other business requirements in conjunction with company sales support staff and vendor partners.
- Manage and maintain sales leads, contacts, accounts, opportunities, and forecast in CRM.
- Communicate regularly with company management and provide timely updates on all opportunities.
- Establish, develop, and maintain business relationships with customers and vendor partners.
- Attends trade shows and participates in local/regional chromatography forums.
- Keep up-to-date on new product and product changes within his/her assigned sphere of activity to increase own abilities and skills.
- Perform other tasks as assigned by manager or supervisor.

Basic Qualifications:

- BS Degree in Chemistry, Biology or related discipline.
- Minimum 4 years' experience selling analytical solutions to Industrial markets; GC/MS, GC, or Micro GC experience a plus.
- Exceptional verbal and written communication/presentation and organizational skills required
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals.
- Experience and ability to use MS Office Software.
- Highly motivated self-starter comfortable working independently.

Work Conditions:

Working conditions may vary from office to industrial laboratory environments. Significant regional and some national travel will be required.

To apply: Please submit cover letter and resume to Human Resources at careers@lqa.com