



Regional Sales Manager (M/F)

THE ROLE

Alpha MOS North America are searching for an energetic Regional Sales Manager with instrument sales experience and ideally a science background to develop sales of electronic sensory instruments. The role will identify new prospects and markets, liaise with prospective and current clients and close opportunities.

The successful candidate will work with the North America General Manager to drive instrument sales in an assigned territory.

WHAT WILL YOU DO?

Prospect for new business and grow existing business within the territory. Actively drive the sales cycle from discovery to closing opportunities. This involves working closely and collaboratively with all stakeholders in the sales cycle. The role will include providing company background and information on product capabilities and technical specifications, incorporating client presentations.

This role will see a return participation in conferences, tradeshow and scientific shows and events as well client visits and hosting clients at our Baltimore laboratory facility.

The position involves working closely out laboratory and technical teams as well as liaising with our international colleagues in Europe, China and Japan including building strong relationship with headquarters business leads in Toulouse France.

This sales position will be home based.

SKILLS FOR THE ROLE

Strong verbal and written communication skills, the ability to open and close sales and the ability to work collaboratively with clients and colleagues to provide sensory instrument product and service solutions.

The ability and discipline to work within a certified quality management system and be a proactive participant in our Salesforce CRM system to manage leads, opportunities, accounts and clients.

You will be a strong client advocate, to bring sensory instrument solutions to innovation, R&D, quality assurance and brand differentiation.



WHAT CAN YOU BRING?

Bachelor's Degree ideally in a sciences discipline, 4+ years of sales experience and proven success in capital equipment instrument sales.

Bring a strong team mentality, proven technical, analytical, and problem-solving skills, highly motivated and accepts a challenging and exciting work environment, along excellent time management, organizational and interpersonal skills.

WHAT WILL WE BRING?

The opportunity to work in an energetic, international and innovative company show-casing unique scientific sensory instruments across a range of industries from food to pharma-bio to dietary supplement along with sectors like personal care and packaging.

For more information, please visit www.alpha-mos.com

COMPENSATION

For a qualified individual who meets these specifications, the Company is prepared to offer a competitive compensation package.

CONTACT

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