

Regional Sales Specialist NMR

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Company: Bruker

Location: Belgium

Category: other-general

Overview

Bruker is enabling scientists to make breakthrough discoveries and develop new applications that improve the quality of human life. Bruker's high performance scientific instruments and high value analytical and diagnostic solutions enable scientists to explore life and materials at molecular, cellular, and microscopic levels. In close cooperation with our customers, Bruker is enabling innovation, improved productivity, and customer success in life science molecular and cell biology research, in applied and pharma applications, in microscopy and nanoanalysis, as well as in industrial applications. Today, worldwide more than 8500 employees are working on this permanent challenge at over 90 locations.

Bruker offers differentiated, high-value life science and diagnostics systems and solutions in preclinical imaging, clinical phenomics research, proteomics and multiomics, spatial and single-cell biology, functional structural and condensate biology, as well as in clinical microbiology and molecular diagnostics.

Currently we are looking for **Regional Sales Specialist**.

Responsibilities

Develop the company's business in magnetic resonance products (predominately NMR but also EPR, MRI, etc) in aftermarket areas (service contracts, consumables, upgrades) and also where necessary in new system sales

Observing competitive and market trends.

Oral and written negotiations with customers, suppliers, partner companies and internal

departments.

Preparing quotations and responding to tendering invitations

Attendance at exhibitions, seminars and conferences.

Ensure customer loyalty and satisfaction throughout any interaction with Bruker local operation

Promote and sell the **LabScape** products (Service Agreements, on-site on-demand and Enhance your lab) as offered by Bruker BioSpin to all existing and new customers.

Evaluate needs and negotiate contracts directly with key accounts or indirectly with 3rd Party Service Providers subject to chart of authority.

Develop existing and build new customer relationships ensuring Bruker is seen as a long-term business partner.

Focuses on leveraging the E-Store sales and its product range.

Work closely with the relevant product manager to leverage further growth potentials and identify wins.

Develop proposal for sales campaigns for specific service products and markets/customers and align campaigns with the Global Market Product Manager for Services & Lifecycle Support before execution.

Monitor changes or developments within the industry and report to management.

Documentation of activities in our CRM program (.).

Manage and provide all required contract documentation, both externally for the customer and internally for the company.

Other duties as assigned that are broadly in line with the above and key objectives.

The achievement of set objectives, training requirements and further career development possibilities will be assessed on an annual basis

The normal work place is in office NL or BE. Regular visits at office BE/NL are requested. Home office is allowed.

The assigned territory is Belgium, Netherlands and Luxembourg

The job holder must act in accordance with environmental, health and safety policy and ISO 14001 / OHSAS 18001. In particular, it must ensure the health and safety of employees, review and minimize the environmental impact of the company's activities, products and services, and comply with the requirements of relevant european, national and local laws and regulations.

Qualifications

Previously managing sales in service or instrumentation within science or engineering discipline

Experience with magnetic resonance products (NMR, MRI, EPR).

A very high degree of understanding business processes and ability to discuss and persuade at all levels of an organisation

Current valid driving licence

No visa disqualification from the USA or EU.

Hands-on knowledge and experience of promoting and selling after-sales support.

Computer literacy for document, presentation preparation and report writing

Excellent interpersonal communication (both written and oral) skills in Dutch and English (French is a strong advantage)

Proven negotiating skills.

Exceptional analytical and problem solving skills.

Ability to deal with people at all levels.

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