

## Sector Sales Specialist SemiConductor

[Apply Now](#)

Company: Concept Life Sciences

Location: Belgium

Category: other-general

### Summary

Do you want to be a part of an ambitious, fast-growing, international company with a friendly and inclusive culture?

Are you keen to drive growth within a leading global organization whose purpose is to work with our customers, to make the world a better place?

Are you looking for an opportunity to work on complex, innovative analytical software systems?

Those who are always thinking 'what if...'. Does this sound like you? Then read on!

### ROLE PURPOSE:

- Responsible for the achievement of the sector plan, while primarily focusing on the Semiconductor Segment, for orders and opportunity development for the all Malvern Panalytical products.
- Managing Malvern Panalytical's relationship with semiconductor and wafer/crystal customers through strategic planning and value-based selling.
- Proactively developing 'business' by engaging and collaborating with customers.
- Ensuring best possible coverage, representation and customer satisfaction levels for developing the Malvern Panalytical portfolio.
- Provide sales leadership and pre-sales activity to maximize the successful conversion of sales opportunities for the Malvern Panalytical portfolio.

## RESPONSIBILITIES:

- Contribute to achieving the sector plan through sales of the Malvern Panalytical portfolio relevant for the semiconductor and crystal/wafer industry and related R&D
- Achieve pre-established sales quota and profitability targets,
- Represent Malvern Panalytical at trade shows, workshops and seminars
- Contribute to the (sector) team effort to grow the country and territory (sector) business
- Grow the opportunity pipeline through strong and proactive outbound prospecting
- Travel throughout the assigned territory to call on existing and prospective customers
- Develop and maintain strong relationships with accounts, aiming at developing the Malvern Panalytical brand, maximizing customer satisfaction, business retention and growth
- Demonstrate value-based selling, using the Miller Heiman approach.
- Support Large and Strategic Account Management programs (LAMP & SAMP)
- Use Salesforce Lightning CRM software and other technology tools to maximize business productivity and improve communications within the Malvern Panalytical and with customers
- Analyze and articulate customer and market needs and provide market insight, trends and business messaging to Product Management and Sector Marketing specialists
- Present a professional manner at all times and adhere to the Malvern Panalytical / Spectris Code of Business Ethics, Ethical and H&S policies

## SKILLS AND KNOWLEDGE REQUIRED OF THE JOB HOLDER:

### Entry Qualifications

- BSc or MSc or PhD Chemistry, Chemical Engineering, Physics or related field of science.

### Skills & Experience

- Well informed and connected to the semiconductor and/or wafer industry and R&D
- At least 2 years' experience selling scientific instruments/equipment/systems (e.g. spectroscopy, microscopy, image analysis, x-ray analysis, particle characterization) in semiconductor/wafer manufacturing or a closely related segment
- Experience with X-ray-based semiconductor metrology techniques is a strong plus
- Action oriented and self-driven for results
- Excellent verbal, written, and presentation communication skills

- Ability to work independently, with initiative and good, ethical & business judgment
- Strong organizational, planning and time management skills.
- Strong interpersonal skills and a good listener
- Substantiated capability to negotiate and close business.
- Adaptive to dynamic and changing environment
- Mature disposition, positive attitude and strong sense of commitment
- Ability and willingness to travel frequently

#### Knowledge

- Minimum 2 years' technical sales of technologies within the Materials Sciences sector
- Will need to be proficient and knowledgeable with the entire Malvern Panalytical product portfolio
- Experience with Salesforce CRM database would be a benefit
- Experience with Miller Heiman sales methodology or equivalent
- Excellent communication, presentation and customer management skills required
- Driving license required

#### CORE COMPETENCIES:

- Customer Focus
- Decision Quality
- Drives Results
- Communicates Effectively
- Self-Development
- Collaborates

#### ENVIRONMENT AND HOURS:

- The position requires the employee to have permanent residence at an approved location within the assigned sales region
- This position requires that the employee be available for unrestricted travel within Europe
- This is an exempt position, there is an occasional need to work beyond without additional remuneration.

## When you join:

Your career will take off with a comprehensive onboarding program. We continually support and develop our employees by improving their skills, knowledge, and performance through in-house, on-the-job training, and external training.

We value entrepreneurship and commitment by offering real career possibilities.

You become part of a growing company where you can shape the future of our work processes.

First-hand exposure to the life science industries, including pharma and biotechnology.

[Apply Now](#)

## Cross References and Citations:

1. Sector Sales Specialist SemiConductor [StudentjobsnearmeJobs Belgium](#)  
[Studentjobsnearme](#)
2. Sector Sales Specialist SemiConductor [Wowjobs](#) [Jobs Belgium](#) [Wowjobs](#)
3. Sector Sales Specialist SemiConductor [Denverjobs](#) [Jobs Belgium](#) [Denverjobs](#)
4. Sector Sales Specialist SemiConductor [Studyjobs](#) [Jobs Belgium](#) [Studyjobs](#)
5. Sector Sales Specialist SemiConductor [Searcheruropeanjobs](#) [Jobs Belgium](#)  
[Searcheruropeanjobs](#)
6. Sector Sales Specialist SemiConductor [Topjobsearch](#) [Jobs Belgium](#) [Topjobsearch](#)
7. Sector Sales Specialist SemiConductor [Usajobsfinder](#) [Jobs Belgium](#) [Usajobsfinder](#)
8. Sector Sales Specialist SemiConductor [InstallationjobsJobs Belgium](#) [Installationjobs](#)
9. Sector Sales Specialist SemiConductor [Spainjobs](#) [Jobs Belgium](#) [Spainjobs](#)
10. Sector Sales Specialist SemiConductor [ZoologyjobsJobs Belgium](#) [Zoologyjobs](#)
11. Sector Sales Specialist SemiConductor [PerujobsJobs Belgium](#) [Perujobs](#)
12. Sector Sales Specialist SemiConductor [BeauticianjobsJobs Belgium](#) [Beauticianjobs](#)

13. Sector Sales Specialist SemiConductorJavascriptjobsJobs Belgium Javascriptjobs



14. Sector Sales Specialist SemiConductorThechatgptjobs Jobs Belgium Thechatgptjobs



15. Sector Sales Specialist SemiConductorTeacherjobsJobs Belgium Teacherjobs ↗

16. Sector Sales Specialist SemiConductorMoscowjobsJobs Belgium Moscowjobs ↗

17. Sector Sales Specialist SemiConductorOslojobsJobs Belgium Oslojobs ↗

18. Sector Sales Specialist SemiConductorJobscanada Jobs Belgium Jobscanada ↗

19. Sector sales specialist semiconductor Jobs Belgium ↗

20. AMP Version of Sector sales specialist semiconductor ↗

21. Sector sales specialist semiconductor Belgium Jobs ↗

22. Sector sales specialist semiconductor Jobs Belgium ↗

23. Sector sales specialist semiconductor Job Search ↗

24. Sector sales specialist semiconductor Search ↗

25. Sector sales specialist semiconductor Find Jobs ↗

Source:<https://be.expertini.com/jobs/job/sector-sales-specialist-semiconductor-belgium-concept-life-science-173b4e18ce/>

Generated on: 2024-05-03 by Expertini.Com