



Technical Sales - Area Representative for Materials Microscopy and Imaging

Imaging Associates provide a range of digital imaging systems and microscopes for materials applications in Industry and Academia including Blue Chip organisations. In order to expand our sales team we are now seeking a Field Sales Area Representative for the South of England.

Reporting to the Divisional Manager for materials microscopy sales:

You may be a graduate with a degree within the physical sciences and have, ideally, a minimum of 2 years experience in a capital sales environment. The ideal candidate will have gained their sales experience within a similar market sector and have experience in optical microscopy, imaging systems or image analysis.

You will need to demonstrate good communication skills and have experience of negotiating and winning competitive capital business.

A company car, mobile phone and laptop computer will be provided.

A competitive industry salary plus benefits and OTE commission is offered to the right candidate.

Brief Job Specification

- Working from home, visiting new and existing clients on your territory with the occasional night away in order to cover the territory effectively.
- Produce quotations and proposals to clients.
- Negotiate capital business in a competitive environment.
- Regular visits to head office for training and sales meetings.
- Attend external training to develop relevant knowledge and skills.
- Liaise and attend meetings, exhibitions and other company functions.

Imaging Associates operate from modern offices in Oxfordshire, using up-to-date technology. We are ISO 9001 registered. We have in place Personal Development Plans and offer a pleasant working environment with generous holidays.

To respond e-mail your CV to Dawn Howlett Administrator dawn.howlett@imas.co.uk