



BioSciences

Delivering Excellence

Sales Specialist – Genetic Sciences Instrumentation, Reagents and Consumables.

Bio-Sciences is a leading supplier of Instrumentation, Reagents and Chemicals, Consumables and Service to the Life Sciences Industry in Ireland.

Universities, Pharmaceutical and Biotechnology Industry, Research Institutes and Hospitals are among our many Customers. Established in 1992 the Company has a long history in the supply of quality Products and Service.

We have a requirement for a Sales Specialist, Leinster based and covering the Republic of Ireland in particular Cork, Limerick and Galway including Leinster to help promote our extensive range of products within our Genetic Sciences portfolio. This is a Field Sales based role with support access in our Offices in Dun Laoghaire.

Key responsibilities;

- To introduce and promote the Genetic Sciences Portfolio of Products including the well known Brands of Applied Biosystems and Ion Torrent in Universities, Biotechnology and Pharmaceutical Industry and Hospitals
- To develop strong relationships with our Customer base within the territory.
- To work closely with the Sales Team and Customer Service in providing the latest information, promotions and assist with any technical issues to provide a solution to our Customers.
- To be familiar with our competition and suggest and implement initiatives to compete.
- To achieve monthly and annual Sales Targets for our Genetic Sciences Portfolio.
- To introduce new product initiatives and marketing campaigns within the territory
- To provide Management with Customer feedback on a regular basis and to ensure the requirements of our Customers are expedited in a timely and efficient manner.
- To identify improvements that can benefit our Customers and the Company
- To attend regular exhibitions and seminars in support of our Customers.
- Ensure all Customers within your territory are visited on a regular basis.



BioSciences

Delivering Excellence

Key qualifications skills and requirements;

- A minimum of a Life Sciences Degree and preferably a PhD with a broad knowledge of Molecular biology (PCR,QPCR, Sequencing and NGS) and related experimental techniques.
- Sales Experience within Life Sciences Industry whilst not essential is desirable
- Excellent interpersonal skills
- To be able to work as part of a team
- Excellent IT skills and a broad knowledge of Microsoft Office.
- Full driving license.
- Flexibility to travel

Remuneration Package;

- Competitive salary dependent on experience and qualifications.
- OTE and remuneration bonus as part of Package
- Company car plus fuel card
- Lunch allowance
- Pension contribution
- Company mobile phone and laptop