

TECHNICAL SALES SPECIALIST- VACANCY

JOB TITLE: Junior Technical Sales Specialist
REPORTING TO: Sales Manager, North America
DEPARTMENT: USA Sales – West Region
LOCATION: Greater Los Angeles Area, California

OBJECTIVE:

Foster & Freeman USA has a vacancy for a Junior Technical Sales Specialist. This entry-level job involves regular travel, promoting and demonstrating the company's range of innovative forensic products to our customers. The role requires interaction and support for the company's activities within Western half of the USA and Canada. The role covers all elements of the Foster & Freeman product portfolio, extending across Crime Scene and Laboratory applications.

MAIN RESPONSIBILITIES

Support and perform customer visits to promote the Company's products, provide demonstrations, workshops, etc.
Develop and maintain positive relationships with the Company's customers.
Help organize, support, and attend trade shows.
Provide quotations and bids for the Company's products.
Provide written reports to customers and the Company, as required.
Become technically competent with the Company's range of products.
Provide technical sales support on the Company's products and associated software/hardware.
Assist the Company with marketing efforts.

QUALIFICATIONS/SKILLS

Bachelor's Degree in Biology, Chemistry, or Forensics desired, but not essential.
Excellent organizational skills with the ability to prioritize tasks and be proactive.
Excellent verbal and written communication skills.
Ability to work as a contributing member of a dynamic team.
Excellent presentation skills with the ability to present to a group.
Ability to strive for and meet aggressive goals.
Ability to meet deadlines, multitask and work well under pressure.
Proficient with Microsoft Office Suite.

An ideal candidate would be based in or willing to move to California.

To apply, please email your resume and cover note to rebecca.nick@fosterfreeman.com