**Career Opportunity, BlueScientific Ltd**

**Position:** Sales Engineer, Nordic Region

**Territory:** Sweden, Norway, Finland, Denmark, Iceland

**Products:** X-ray Diffraction (XRD), X-ray Fluorescence (XRF), Single Crystal Diffraction (SCD)

BlueScientific is a dynamic, rapidly growing business specializing in the sales and service of market-leading scientific instrumentation for research, development and process control applications in both academic and industrial markets across the UK, Ireland and Nordic region (Denmark, Sweden, Finland, Norway and Iceland).

BlueScientific is seeking to appoint a highly motivated individual to the position of Sales Engineer, Nordic Region. The position is for home-based working with flexibility on the base location, but with coverage for the whole Nordic region and therefore a relatively high degree of travel will be required. There is already a well-established revenue stream for the relevant products in the region, which we are seeking to further grow through this appointment.

**Role description:**

As territory sales engineer you are responsible for sales of certain products within the company’s portfolio of scientific instrumentation across Sweden, Denmark, Norway, Finland and Iceland. All tasks are related to managing the sales of these particular products in the region and more specifically, achieving the sales bookings targets. This is to be achieved via proactive management of the sales process including:

• Prospecting for new business and following up on new and existing enquiries e.g. through telephone calls, customer visits, presentations, seminars, workshops and attendance at trade shows and conferences.

• Provide consultation and guidance regarding customers’ applications, ensuring correct products are provided to meet needs and exceed expectations in line with corporate aspirations.

• Use the customer relationship management (CRM) software to plan ahead and make efficient use of time and company resources in order to achieve the principal responsibilities.

• Manage the sales cycle and buying processes to conclusion and use the CRM system to assist this and maintain records, to enable accurate sales forecasting

• Negotiating and closing orders to exceed quarterly and annual sales targets.

**Qualifications:**We believe the successful candidate will hold a physical or life sciences degree to at least Bachelor level but preferably to Masters or PhD level. You have proven achievement of sales targets and objectives for a minimum of two years. Preferably you have had exposure to materials characterization instruments, specifically X-ray Diffraction (XRD), X-ray Fluorescence (XRF) or Single Crystal Diffraction (SCD).

You as a person are target-driven, highly self-motivated with a natural “will-to-win”. You are customer focused, and are an exceptionally good listener with ability to quickly understand and prioritize customer requirements. Excellent verbal and written communication skills are required as well as strong time management and prioritization skills. You are open to coaching and personal development and are able to assimilate & apply new product information quickly and efficiently.

Due to the nature of the territory it is envisaged that you will be out of the office on business travel for a minimum of 60% of the time wherefore ability to travel is a must. Clean driving license is required.

**About BlueScientific:**

Established in 2013, BlueScientific is a distributor of scientific instruments for a number of the World’s leading manufacturers, including Bruker, Ametek, Renishaw and Physical Electronics. We serve customers in a range of markets and applications, in both academic research and industrial applications, including materials science, surface analysis and life sciences, with geographic coverage across the UK, Ireland and the Nordic region, with significant numbers of staff now in place across the Nordic countries. We are an ambitious, dynamic and fast-growing business, and offer a supportive work environment for our employees.

BlueScientific offers a flexible position with a competitive benefits package, as well as significant coaching, mentoring and career path opportunities for individual development.