

Technical Sales Specialist

About Us

Chip NanoImaging AS is a unique provider of advanced microscopy instrumentation. Our cutting-edge chip-based microscopy equipment is revolutionizing the field, enabling researchers and industries to achieve unprecedented levels of precision and efficiency. We are committed to driving scientific discovery through innovation and providing our clients with the best possible tools to succeed.

Job Description

We are seeking a dynamic and experienced Technical Sales Specialist to join our team. In this role, you will be responsible for driving sales of our chip-based microscopy equipment. You will work closely with potential clients to understand their needs, provide technical expertise, and offer tailored solutions that enhance their research capabilities.

Key Responsibilities

- Identify and engage with potential customers in research institutions, universities, and industry sectors.
- Conduct product presentations and demonstrations, highlighting the unique features and benefits of our equipment.
- Provide technical support and expertise to customers throughout the sales process.
- Build and maintain strong relationships with clients, ensuring high levels of customer satisfaction and repeat business.
- Collaborate with the team to create compelling sales materials and campaigns.
- Monitor market trends and competitor activities to identify new opportunities for growth.

Qualifications

- Master's degree in a relevant field (e.g., Life Sciences, Engineering, Physics, or related).
- Proven experience in technical sales, preferably within the microscopy or scientific equipment industry.
- Strong understanding of microscopy technologies and applications.
- Excellent communication and presentation skills, with the ability to convey complex technical information clearly.
- Self-motivated, results-oriented, and able to work independently as well as part of a team.
- Willingness to travel as required to meet with clients and attend industry events.
- Knowledge about integrated photonics and/or TIRF microscopy is beneficial.

What We Offer

- Competitive salary.
- Benefits package.
- Opportunities for professional growth and development.

- A supportive and innovative work environment.

How to Apply

If you are passionate about science and technology, and have experience in technical sales, we would love to hear from you. Please submit your resume, transcripts and cover letter outlining your relevant experience and why you are the perfect fit for this role to tech2024@chipnano.com. Application deadline 24th June 2024.