

## **Job Description: US Technical Sales Executive - Forensics**

### Key Responsibilities

#### Overview

The position will be located on the East Coast of the US and is envisaged as having three key areas of responsibility which broadly can be summarised as:

- Sales
- Training
- Customer Support

#### Sales

- Promote and sell the company's current range of VMD systems in North America via telephone, sales visit, conferences, exhibitions etc.
- Cultivate strong customer relationships through providing first class sales and technical support
- Seek opportunities for additional distributorships to expand the portfolio of forensic products

#### Training

- Installation and training of customers in operation of new VMD systems
- Training of customers in the application of VMD

#### Requirements

- Excellent communication skills
- Ability to engage customers and colleagues at all levels, to build strong working relationships
- Commercially aware and able to develop and present technical sales proposals
- Ability to identify and mitigate technical and commercial risks within a project
- Previous experience of selling into the Forensic Science sector
- An understanding of regulatory forensic standards

#### Attributes

- Excellent verbal and written communication skills
- Creative problem solver
- Natural sales ability
- Ability to be flexible and multi-tasking
- Ability to engage with people
- Good time management
- Ability to work as part of a small focussed sales team
- A knowledge of import/export of goods is preferred

### Other Information

- A knowledge of vacuum systems is preferred
- Required to be a resident of the US
- Opportunities for additional training
- A background check will be carried out prior to employment as security clearance to sensitive customer sites will be required
- Travel to the UK will be required therefore a passport is essential