

Job Title	Technical Sales Specialist – Service Portfolio
Reports to	Dr Joseph Mackle, Life Science Sales Manager

Job Description

MSC is a leading supplier of laboratory equipment and reagents to the Clinical, Pharmaceutical, Food and Life Science sectors in Ireland. Due to significant revenue growth we are looking to recruit a Technical Sales Specialist to sell our service portfolio.

The successful candidate will be responsible for a mix of existing and new accounts across the country, and will join an experienced sales team.

Duties and Responsibilities

- Promotion and selling of the comprehensive suite of technical service offerings from MSC including preventative maintenance, calibration, validation and ISO17025 accredited services to an existing and expanding client base
- Support the presales process, collaborating with the Sales and Marketing Teams
- Assist with the creation of marketing material and implementation of initiatives aligned with the overall Company and Service Strategy
- Growth and expansion of service business within existing customer base with a focus on retention of service contracts
- Generating customer proposals, tender responses and supporting the internal Service team
- Updating and maintaining the CRM Database
- Providing telephone and email response to inbound customer enquiries regarding the services offered by MSC
- Presentation to customers on MSC service team capabilities and how the MSC service team expertise meets their specific need
- Keeping abreast of trends in the industry, competitors offerings etc
- Participation in and organisation of trade shows and seminars
- Meeting regular sales targets and reporting to management on progress

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities, and activities may change, or new ones may be assigned at any time with or without notice.

Attributes

- Laboratory experience
- Full clean EU driving license
- Desirable: Degree level or higher qualification in a scientific field.
- Desirable: Working knowledge of Irish clinical, research, and pharmaceutical laboratory sectors.
- Drive and motivation to succeed in technical service sales
- Excellent interpersonal and communication skills, with an ability to build relationships with customers, and colleagues
- Willingness to travel throughout Ireland regularly, with occasional international travel

Excellent Employee Benefits

MSC is committed to ensuring that we offer industry leading career opportunities, salary and benefits packages. Join us and you can expect to receive:

- Company pension scheme
- Company car or allowance
- Company contribution to health insurance
- Death In Service benefit, & Income Protection
- Performance based bonus
- Family time: MSC offers fully paid maternity leave, fully paid paternity leave, two weeks of fully paid parents leave, fully paid adoptive leave, as well as enhanced breastfeeding support
- MSC offers two days paid leave per IVF Fertility cycle to all employees regardless of length of service. There is no limit to the number of cycles.
- Sports & Social (no employee contribution) minimum two events per year

So why choose MSC for your next opportunity?

- As part of our team, you could be working with some of the biggest names in the laboratory service provider sectors
- Here are just some of the ways we're different:
 - **You will go further with us.** We understand the importance of career development and will give you all the support you need to realise your potential. You'll receive formal training, e-learning and mentoring from top professionals.
 - **You will be treated as an individual.** We're not a vast corporation, which means every individual counts. With us, you'll be valued and supported, involved and empowered from day one.
 - **You will be well rewarded.** We offer salary progression that reflects market rates and personal performance, a flexible working environment and excellent training.

We reserve the right to close this vacancy once we have received sufficient applications.

MSC is an equal opportunities employer and is committed to diversity and inclusion.

Date	26/10/2022
Approved by	Cian Murphy, COO
Signature	