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Job Description – Product Manager

An exciting science-based opportunity is open at Scintica Instrumentation for a Product Manager – North America. Scintica Instrumentation (www.scintica.com) provides innovative equipment to facilitate research in University Labs, pharmaceutical companies and CRO's. This equipment is selected from international manufacturers and sold around the world by our team of Product Managers.

As a Product Manager – North America, you will be tasked with increasing the sales of our preclinical products by working directly with scientists and researchers to help them in their pursuit of research excellence. Although the work location can be flexible, we prefer staff to be located at our head office in London, Canada.

Some of your responsibilities will include:

- Demonstrating the use of products in research labs throughout the USA and Canada
- New customer identification and first contact
- Movement of prospects through all stages of the sales pipeline
- Assessing customer scientific needs and advising them on measurement techniques available
- Installations and training
- Product education seminars and related support for the marketing team
- Maintaining accurate records within the contact management database, including sales and activity reports

Supporting resources available to you directly will include scientific and technical support, infrastructure and systems, sales administration, product demonstration kits (includes a laptop) and access to training facilities. Travel (about 35% of the time) to customer locations, conferences, product demonstrations and workshops will be essential for this position.

To be considered for this role, you must have:

- A University degree in the Life Science field, preferably Masters or PhD level
- Ability to converse with scientists as a scientist and to understand their research
- Laboratory research experience in the cardiovascular field
- Valid Passport and drivers' license with ability to travel in both the USA and Canada
- Computer proficiency
- Strong negotiating skills
- Excellent communication and presentation skills

Skills that are considered a high priority include:

- Technical expertise in the following areas:
  - preclinical MR imaging
  - small animal ultrasound imaging
  - in vivo functional measurements
- Comfortable with presentations and concise messaging
- Ability to navigate complex purchasing and decision processes
- Consultative selling skills
- Problem solving and a drive to succeed
- Team player
- Research experience in a cancer biology and/or neuroscience lab

Training programs are available as required. Compensation is based on experience and includes base salary, commission, and a remote office allowance, if applicable.