

PRECLINICAL IMAGING SALES

The Imaging Division of Scintica Instrumentation Inc. offers a portfolio of imaging equipment and technologies to enable researchers to conduct leading edge preclinical research. Products include MRI, PET, CT, Optical (bioluminescence, fluorescence & confocal) and Ultrasound Imaging systems.

We also sell other types of advanced instrumentation through our Physiology and Molecular sales Divisions. All equipment is carefully selected to ensure that we can offer superior technology at a reasonable price, enabling scientists to be less reliant on the use of centralized core facilities.

Our Imaging Division is the newest Division within Scintica, offering significant opportunity for advancement and revenue earning potential. We are looking for a person with a track record in selling preclinical capital equipment and with a background in one or more of the above imaging technologies.

At this time, we are flexible in our location requirements throughout North America, although preference may be given to candidates willing to relocate to London, Canada.

Responsibilities

Responsibilities include but are not limited to:

- Assessing customer scientific needs and advising them on imaging techniques available
- Performing product education seminars and related support for the marketing team
- Demonstrating the use of products in the field or hosting prospective customers at reference sites
- Identifying new customers and making first contact
- Leading prospects through all stages of the sales cycle
- Attending scientific conferences as an exhibitor
- Establishing and maintaining strong customer relationships
- Maintaining accurate records within the contact relationship management data base including sales and activity reports

Qualifications

To be considered for this role, you must have:

- A life sciences degree.
- Laboratory research exposure and hands-on experience using one or more of the products in the Scintica Instrumentation portfolio.
- Preference will be given to candidates who have a working knowledge of more than one in vivo imaging systems such as Ultrasound, MRI and PET/CT and Optical in respect to preclinical small animal research models.
- Legal status to work in Canada or United States

Skills, Knowledge and Abilities

Skills and abilities that are considered a high priority include:

- Ability to navigate complex purchasing and decision processes with confidence to influence course of action

- Excellent communication and presentation skills, including the ability to communicate with a scientist as a scientist and to understand their research;
- Experience in selling high value products to research institutions
- Ability to respond to challenges in a professional manner during on-site visits
- Animal handling experience and an understanding of anesthesia
- Drive to succeed and works well under pressure
- Able to manage changing priorities and timelines
- Strong negotiation and consultative selling skills
- An understanding of the scientific grant writing process and research funding environment
- Team player

Travel Requirements

- A commitment to travel up to 50% of the time
- Valid passport and drivers' license
- The ability to travel in both Canada and the United States
- The ability to rent a vehicle in both Canada and the United States

Compensation is based on experience and includes base salary, commission and an office allowance.

Please send cover letter and resume by January 27, 2020 to careers@scintica.com.