

Preclinical Imaging Specialist

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

We also sell other types of advanced instrumentation through our Physiology and Molecular 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 with one or more of the above imaging technologies. Candidates with a desire to move from a more academic/technical role without sales experience may also be considered and supported provided a genuine desire to learn and adapt to the described position.

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/webinars and generating related support materials for the marketing team
- Demonstrating the use of products in the field or hosting prospective customers at reference sites
- Performing post-sale training at the customer
- Identifying new customers and making first contact
- Leading prospects through all stages of the sales cycle
- Providing grant writing support for potential customers, and preparing submissions to Request for Proposal applications
- Attending scientific conferences as an exhibitor
- Establishing and maintaining strong customer relationships
- Becoming a product expert on appropriate systems within the imaging division – may be based on previous experience with these technologies
- Maintaining, generating, and updating marketing collateral materials
- Maintaining accurate records within the contact relationship management database including sales and activity reports

Qualifications

To be considered for this role, you must have:

- A life sciences degree, preference will be given to candidates with an advanced degree such as a Masters or PhD.

- Laboratory research exposure and hands-on experience using one or more of the imaging modalities 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:

- Excellent communication and presentation skills, including the ability to communicate with a scientist as a scientist and to understand their research;
- Ability to navigate complex purchasing and decision processes with confidence to influence course of action
- 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
- Experience in selling high value products to research institutions

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.

Please send cover letter and resume to careers@scintica.com.