

New Zealand Jobs Expertini®

Sales and Applications Specialist – Auckland, NZ

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Company: Abacus dx

Location: Auckland

Category: other-general

ABOUT THE ROLE

Based in our local office in Mt Wellington, Auckland Working in an exciting entrepreneurial environment which is dedicated to advancing healthcare Offering high-quality niche products and innovative solutions for In vitro Diagnostic and Life Science Product Portfolios Managing customer relationships and developing sales revenue within an assigned customer base in New Zealand Liaise with sales, support and marketing teams to implement sales and support strategies across your designated sites

ABOUT THE OPPORTUNITY

Join our team of high-performing team members in an autonomous field role with assigned accounts in selected regions throughout the country. As a Sales and Applications Specialist, you will work closely with other departments such as Customer Care, Marketing, Applications, and Engineering. You will be a part of a great local team in Auckland who are dedicated to superior customer solutions and support. You will enjoy a variety of activities and responsibilities including: customer sales calls, conference attendance product education, and applications training. Develop your career with a company that truly celebrates and rewards your success. This really is an outstanding opportunity to join an innovative, highly regarded company that offers excellent quality products to the Australian and New Zealand markets.

DUTIES & RESPONSIBILITIES

Achieving designated sales budget and specific product-related sales targets
Planning and implementing local strategies, including localised account support needs
Reporting regularly on performance to budget and targets and variance analysis
Traveling, building a network of customer relationships throughout the territory
Responsible for identifying and assisting with training and support requirements
Identifying and developing opportunities for capital and reagent revenue
Maintaining complete and accurate customer records and data in the company database
Proactive involvement in customer ordering changes regarding inventory
Communication and collaboration with team members to achieve overall company objectives

SKILLS & EXPERIENCE

Tertiary level qualifications in medical laboratory science or equivalent
Ability to work autonomously and in a group environment
Ability to interpret, present, and communicate technical information
Analytical problem-solving skills
Interpersonal and relationship-building skills
Time management and prioritisation of tasks
Ability to communicate clearly, both verbally and in writing
Technically competent with experience in Microsoft Office

HIGHLY DESIRABLE

Proven experience and track record in a revenue-creating role
Work experience in the Pathology or Life Science laboratory

WE OFFER Ongoing training and development
Fantastic working environment and team culture
Remuneration will include a highly competitive salary and bonus structure, a vehicle allowance, and a fuel card, as well as company-sponsored superannuation and other benefits

Abacus dx is a leading distributor of medical diagnostic and life science products. Our success is attributed to our dedication in sourcing high-quality, specialist products and by providing the highest levels of sales, marketing, and technical support. We pride ourselves on our values: Engage, Empower, Enhance, Excel.

TO APPLY

Please submit your cover letter and detailed resume through the Seek website

#J-18808-Ljbffr

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