Molecular Spectroscopy Inside Product Specialist at Agilent Technologies (Undergraduate & Masters Students)

Please apply to the posting in Handshake, ID# 1152302

Agilent inspires and supports discoveries that advance the quality of life. We provide life science, diagnostic and applied market laboratories worldwide with instruments, services, consumables, applications and expertise. Agilent enables customers to gain the answers and insights they seek — so they can do what they do best: improve the world around us. Information about Agilent is available at www.agilent.com.

Are you interested in applying your scientific background to a sales career? Join the Inside Laboratory Solution Sales Organization at Agilent – a leader in life sciences, diagnostics and applied chemical markets. In this Molecular Spectroscopy Inside Product Specialist role, you'll join a dynamic and high-achieving sales team responsible for growing the Molecular Spectroscopy business. In this critical role, you will pair your experience with analytical instrumentation and our core markets, with your desire to sell and to drive growth in the UV-Vis and FT-IR product lines.

Responsibilities include:
• Partnering with Field Product Specialists, Inside Sales Reps and Account Managers to qualify inbound leads
• Maintaining a sales funnel, following up on opportunities, quoting customers, and ultimately driving the sale to completion
• Driving order growth and market share through outbound prospecting activities
• Acquiring new customers and retaining and growing an existing installed base of customers.
• Supporting the Molecular Spectroscopy Product Specialists throughout the sales process
• Answering technical/product specific questions for our UV-Vis and FT-IR portfolio
• Continually develop sales skills through training, coaching and self-review

Qualifications:
• BS/MS degree in Chemistry, Biochemistry, Biology or equivalent
• No prior experience required; may have up to 18 months’ relevant experience
• Excellent verbal, written and phone communications skills
• Desire to work in a fast-paced dynamic team environment
• Flexibility to accommodate various time zones
• MS Office Proficient
• Preferred: understanding of sales funnel/sales process
• Preferred: prior experience with sales and/or laboratory work
• Available for up to 25% travel if needed

This position is based at our Santa Clara, California headquarters. Candidates will also be
considered who can work at our Wilmington, Delaware sales office.

No relocation benefits provided.

Agilent Technologies, Inc. is an Equal Employment Opportunity and Affirmative Action employer. We value diversity at all levels. All individuals, regardless of personal characteristics, are encouraged to apply. All qualified applicants will receive consideration for employment without regard to sex, pregnancy, race, religion or religious creed, color, gender, gender identity, gender expression, national origin, ancestry, physical or mental disability, medical condition, genetic information, marital status, registered domestic partner status, age, sexual orientation, military or veteran status, protected veteran status, or any other basis protected by federal, state, local law, ordinance, or regulation and will not be discriminated against on these bases.

DURATION
Permanent

JOB FUNCTIONS
Research, Sales

AGILENT TECHNOLOGIES
By joining our global team, you will do well, by doing good Agilent's 12,000 employees across the globe help make the world a safer, healthier and better place. As part of the next generation of innovators and business leaders you can share your skills on real projects from day one. Working with industry experts, the latest technology and a global footprint, you will deliver solutions to keep yourself, Agilent and the laboratories we serve at the top of their game. Make your career what you want Analytical scientists and clinical researchers worldwide rely on Agilent to help fulfill their most complex laboratory demands. Our instruments, software, services and consumables address the full range of scientific and laboratory management needs—so our customers can do what they do best: improve the world around us. Whether a laboratory is engaged in environmental testing, academic research, medical diagnostics, pharmaceuticals, petrochemicals or food testing, Agilent provides laboratory solutions to meet their full spectrum needs. We work closely with customers to help address global trends that impact human health and the environment, and to anticipate future scientific needs. Our solutions improve the efficiency of the entire laboratory, from sample prep to data interpretation and management. Customers trust Agilent for solutions that enable insights...for a better world.