

## **Laboratory Sales Representative**

### **Description:**

EquipNet helps the largest manufacturers in the world to buy, sell, and manage their surplus capital equipment. The company works in multiple industries including consumer packaged goods, pharmaceutical, biotech, chemical, and electronics.

Reporting to the Managing Director of Corporate Sales, the Laboratory Sales Representative, will possess a proven track record in making presentations to lab and facility managers while showcasing EquipNet's solutions and services. Experience working with major OEM's selling equipment or a background in laboratory work would bring valuable insight that complements this role perfectly.

### **Job Duties:**

- Hunter/Prospector – Someone who enjoys prospecting and creating opportunities.
- Organized: You have a natural ability to stay on top of interactions and client needs with precision and efficiency.
- Self-motivated: You're driven by a desire to explore new opportunities and stay ahead in this fast-paced industry.
- Relationship-Oriented: You understand the value of building strong and lasting connections with people, ensuring their needs are met effectively.
- Client-Focused: Meeting with clients in person or presenting confidently over Teams calls is your forte, delivering exceptional service every time.

### **Requirements:**

- Bachelor's degree in business administration, or related field or equivalent and knowledge of capital equipment.
- 3+ years of capital equipment support experience in Food, Beverage, and/or Personal Care Manufacturing.
- Excellent verbal and written communication skills.
- Strong knowledge of processing and packaging machinery.
- Computer skills: Microsoft Office suite, ability to learn web-based applications.
- Negotiating, pricing and problem-solving skills.

### **Compensation and Benefits:**

- Salary commensurate to experience.
- Variable compensation plan based on company, team, and individual success against goals.

**Type:** Full Time, Contractor

**Location:** Germany/Remote/Client Sites for Appointments

### **Contact:**

Email Resume to: [Human Resources-Maria Eattimo](mailto:HumanResources-Maria.Eattimo)