AT WATERS, THE SCIENCE OF WHAT’S POSSIBLE COMES TO LIFE. SO CAN YOUR FUTURE.

Inside Sales Account Manager

System ID: 7227
Category: Field Support
Employment Type: Regular Full-Time

Company Name: Waters Division
Job Locations: UK-Elstree
Job Location: United Kingdom

More information about this job:

Company Description:
For over 50 years, Waters Corporation has developed innovative analytical science solutions to support customer discoveries, operations, performance, and regulatory compliance. Specifically, the company designs, manufactures, sells, and services high performance liquid chromatography, ultra performance liquid chromatography, and mass spectrometry technology systems and support products primarily in the United States, Europe, Japan, and Asia. Our innovations enable significant advancements within the pharmaceutical, life science, biochemical, industrial, food safety, environmental, academic and government industries. Waters is a publicly traded corporation (NYSE: WAT) with more than 6,500 employees and is represented in more than 100 countries around the world.

Waters and The Science of What's Possible: Be...

Overview:
We are seeking an office based Inside Sales Account Manager who will be responsible for driving Waters Consumables, Instruments and Service business in our UK and Ireland marketplace. Key metrics of your success in this role will include your ability to develop leads into well qualified opportunities and to deliver incremental sales revenue. Your development of these opportunities will generate new business and shorten the sales cycle. In this role, you will interface with end users, key decision makers, department heads, purchasing agents, technicians, and scientists. Strong customer relationship management skills, organization and excellent communication skills are crucial to succeeding in this role. Your strong Pharma and Biopharma background will help to ensure that you are able to fully qualify consumables and instrument opportunities to pass to your Field Sales Account Managers, in addition to generating your own direct sales. Part of your strength is to collaborate with your colleagues to co-deliver sales objectives across all Waters product lines.

Responsibilities:
1. Identifying and developing inbound and outbound leads to generate business opportunities
2. Working with marketing to develop and deliver messaging to promote product offerings
3. Developing relationships with our Field Sales Account Managers and Tech Support Team
4. Contributing to metrics to monitor KPIs, lead generation, and opportunity development
5. Developing new business and expanding existing business opportunities
6. Maintaining customer contact data and associated activities in our CRM system
7. Providing regular reports on performance and sales trends
8. Advising your manager of new areas of opportunity for revenue or lead sources
9. Responding to all leads in a timely and professional manner
10. Actively creates business opportunities for the Field to close
11. Having a good understanding of the Waters Product Portfolio and solutions
12. Solving a broad range of customer needs of varying scientific/technical scope and complexity
13. Any other duties consummate to the level and nature of the role

Qualifications:
- Minimum Bachelor's Degree in Chemistry, Biology or related Life Science field of study. Chemistry or Biochemistry Degrees strongly preferred. Advanced Degree in Life Sciences or Business a plus
- Some recent sales experience. Experience of selling or using chromatography related products preferred
- Excellent communication and interpersonal skills

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• Excellent communication and time management skills
• Good analytical and problem solving skills
• Solid team player with high degree of self-motivation
• Candidate must have exceptional written, verbal and organizational skills including knowledge of Microsoft applications (Word, Excel, PPT). Experience of using CRM based platform a plus
• Regular, group presentations will be expected

#LI-ZW1

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