

PHOTONIS Scientific is the global leader in providing custom sensors, detectors and components to the research community and analytical instrument and mass spectrometry industry. To enhance our growth we have a need for a **Business Development Manager** in the North America territory. This role will support the company through the development and growth of profitable new business opportunities. By working collaboratively with our Sales Director and Product Development team you will successfully foster, establish, and maintain strong customer relationships across the industries we serve.

**Essential Job Functions:**

Develop sales opportunities by researching and identifying key potential accounts and building strategic alliances

Convey client technical requirements and challenges to Sales and Product Development teams

Participate in sales forecasting and action planning

Follow up on inquiries generated from trade shows, marketing campaigns, website and other sources.

Utilize competitive information and product knowledge to increase market penetration by positioning of products.

Understand our target markets, including industry, company, project, company contacts and which market strategies can be used to attract fresh opportunities with new clients

Possess a thorough understanding of our products, our competition in the industry and positioning

Attend various conferences and trade shows to stay abreast of changes in the market place, determine likely areas for product development and / or improvement and to promote and market company capabilities.

**Requirements:**

The ideal candidate possesses a proven track record with 5+ years relevant business development experience winning new business.

Bachelor's degree in physics, chemistry or science related field

Must be energetic, self-motivated, and have a high sense of urgency

Must possess excellent written, verbal, presentation and negotiation skills

Able to travel domestically up to 50%; international travel may be required.

Able to work with and effectively utilize sales technologies such as 'Sugar' CRM

Must be comfortable speaking to groups of industry professionals to promote the company's products and technologies.

PHOTONIS Scientific is committed to providing you the tools you need to exceed your professional goals including full product education, up to date technical resources and the industry's most advanced product development energy. We offer the right candidate a competitive compensation package that includes a full menu of benefits including health and dental coverage, life and disability insurance, vacation and 401(k) with company match.

This position is governed by the regulations and guidelines of ITAR. Candidates must be able to evidence the right to live and work permanently and unsponsored in the US as an employment contingency.

This position reports to our Sturbridge, MA facility but may work remotely from most states. No relocation benefits are currently offered.

PHOTONIS Scientific is a drug free environment and conducts pre-employment drug and alcohol testing

If you expect more from an employer; more opportunities, more rewards and more challenges then please submit your resume with cover letter **that includes salary requirements**

***Only those responses that meet or exceed all the stated background parameters for education, citizenship, experience and professional competency will be considered. No inquiries from professional recruiting firms will be considered.***

PHOTONIS Scientific is an AA/EEO/ADA/Veterans Preference Employer.