

# Your Career at Bruker – Develop Your Potential

As one of the world's leading analytical instrumentation companies, Bruker covers a broad spectrum of advanced solutions in all fields of research and development. All our systems and instruments are designed to improve safety of products, accelerate time-to-market and support industries in successfully enhancing quality of life. We've been driving innovation in analytical instrumentation for 60 years now. Today, worldwide more than 7,500 employees are working on this permanent challenge, at over 90 locations on all continents.



## Regional Sales Representative NMR (H/F)

### Responsibilities:

- Establish, develop and maintain business relationships with current and prospective customers in the assigned region to generate new business for the NMR and EPR product lines
- The designed sales representative will work under the supervision of the Sales Manager France, Regional Sales team. The sales activities will concern France and French speaking African countries, with a strong focus on Maghreb region (Algeria, Tunisia, and Morocco)
- Meet or exceed defined sales volume targets
- Sales of the full portfolio of BBIO solutions, products and services this includes all: hardware, software, professional services - including application and service support, delivering end to end solutions to meet the customer needs. Working with all sales personnel of the commercial organization to achieve BBIO goals, with a clear focus on the principles of cooperative and collaborative working defined by the sales management
- Make telephone calls and in-person visits to communicate latest product offerings via presentations and other communication media. Arrange for product demo with product specialist as necessary
- Perform research on regional companies and universities in order to identify and develop prospective customers. Analyze the region's order potential and update this information in the CRM
- Maintaining an up-to-date customer and contact database in the designated Sales CRM (e.g. SFDC)

### Qualifications:

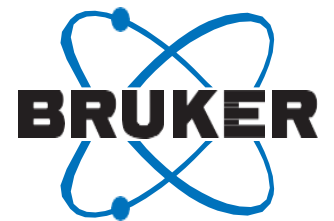
- Bachelor / Master's degree in chemistry, Physics, Biology, or related discipline. Advanced degree or advanced business degree is a plus
- In-depth understanding of NMR spectroscopy
- Excellent oral, written, computer, technical, and proposal communication and presentation skills, including proficiency with MS Office Suite, Salesforce
- Proven ability to maintain positive relationships and effectively manage priorities and decisions in a rapidly changing commercial environment
- Highly self-motivated individual with a strong work ethic, experience collaborating with high performance teams in a global, multi-cultural organization, and excitement for new challenges and opportunity
- Demonstrated willingness to work with others toward a shared goal
- Language: French, English (fluent, mandatory)
- Valid Driver License in good standing

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### Bruker France SAS

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34 Rue de l'Industrie, 67160 Wissembourg

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- Establishing and maintaining a thorough and detailed knowledge of all assigned products and their applications, including detailed specifications, method of operation, prices, terms, deliveries, etc.
- Establishing and maintaining a professional competence with latest sales methods and techniques
- Submitting customer/territory status reports including won/lost sales data and other reports as requested on a timely basis. Keep sales activities (contacts, leads, tasks, opportunities) up to date using the BBIO global CRM tools (e.g. SFDC). Provide accurate forecasting on a monthly, quarterly, and annual basis
- Produce clear and effective written proposals and quotations using company provided quoting tools. Maintain quoted prices within pre-defined pricing matrix. Negotiate contract term and conditions within company guidelines
- Focus attention on key accounts and provide feedback and competitive intelligence to marketing, sales, service and others as appropriate
- Participate in trade shows and conferences as necessary
- Perform other duties as required

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