

À propos de l'offre d'emploi

Bruker is enabling scientists and engineers to make breakthrough post-genomic discoveries and develop new applications that improve the quality of human life. Bruker's high performance scientific instruments and high value analytical and diagnostic solutions enable scientists to explore life and materials at molecular, cellular, and microscopic levels. In close cooperation with our customers, Bruker is enabling innovation, improved productivity, and customer success in post-genomic life science molecular and cell biology research, in applied and biopharma applications, in microscopy and nanoanalysis , as well as in industrial and cleantech research, and next-gen semiconductor metrology in support of AI. Bruker offers differentiated, high-value life science and diagnostics systems and solutions in preclinical imaging, clinical phenomics research, proteomics and multiomics , spatial and single-cell biology, functional structural and condensate biology, as well as in clinical microbiology and molecular diagnostics.

For more information, please visit www.bruker.com .

We are currently looking for a **Sales Representative BBIO France & Benelux (M/F/D)**.

In this role, you will be responsible for promoting and selling our cutting-edge solutions to customers in academia, governmental institutions, and various industries. You will contribute to maintaining and strengthening Bruker BioSpin's market position while ensuring full compliance with company policies and applicable legal regulations. The portfolio includes Magnetic Resonance instruments such as NMR, EPR, TD-NMR, as well as related accessories, software solutions, and service agreements.

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.
- Meet or exceed defined sales volume targets
- Qualify potential sales leads by discussion with customers (in-person and remote) and understanding their needs
- Conduct telephone calls and in-person visits to communicate latest product offerings via presentations and other communication media. Arrange for product demonstrations with Product Specialists as necessary.
- Produce clear and effective written proposals and quotations using company provided quoting tools; maintain quoted prices within pre-defined pricing matrix; negotiate contract terms and conditions within company guidelines.
- Contribute to marketing activities such as advertisements and sales campaigns
- Attend exhibitions, seminars and conferences, locally and abroad
- Maintain all sales related information in the company's CRM (SalesForce.com) on an up-to-date basis, including leads, accounts, opportunities, and sales funnel management.
- Focus attention on key accounts and provide feedback and competitive intelligence to marketing, sales, service and others as appropriate.

- Remain informed of product applications, technical services, market conditions and competitive activities through multiple sources, including pertinent documentation.
- Maintain detailed knowledge of company and competitor products
- Find new customers in industry and academia/governmental institutions using a variety of tools ranging from personal networking to internet searches
- Analyze territory trends and identify growth areas. Provide business reports and market analysis to Sales management
- Act as a Sales ambassador to support and train junior sales colleagues
- Support cross - selling initiatives.
- Other duties as assigned that are broadly in line with the above objectives

Qualifications

- Bachelor's/ Master's degree in Chemistry , Biology, Physics or related discipline.
- 5+ years experience in scientific/technical equipment sales .
- Valid passport and flexibility for extensive travel in the assigned territory
- Valid Driver License in good standing, issued by resident state or governing location.
- Good knowledge of Magnetic Resonance products (NMR/EPR) and their related applications
- Demonstrated success managing complex opportunities and negotiations.
- Ability to work independently on routine tasks.
- Works independently on diverse scope problems requiring evaluation of multiple factors and creative sales strategies.
- Manages moderately complex, high-visibility, or strategically important accounts.
- Enhances internal and external networks; may advise others on difficult customer situations.
- Exercises independent judgment; work is reviewed at critical milestones.
- English / French / Dutch (mandatory)