



Spectra Research Corporation (a subsidiary of Allan Crawford Associates) is seeking to hire an

ACCOUNT MANAGER

Western Canada

We are looking for a dynamic, self-motivated individual with a track-record of success in selling scientific instrumentation. The successful candidate will be based in British Columbia or Alberta and responsible for growing sales in the Provinces of British Columbia, Alberta, Saskatchewan, and Manitoba. Education in Chemistry, Chemical engineering or Materials science is preferred. You will be responsible for increasing the market share and presence for our portfolio of products that cover a wide range of applications: Surface Science, Materials Characterization, Spectroscopy, Nanotechnology, and 3D Printing.

Desired Skills

- Build and execute a business plan to grow revenue and take market share in the territory
- With strong focus on technical sales, you have a history of exceeding sales quotas
- Able to work independently
- Ability to communicate and effectively influence all customer types across the hierarchy of an organization in a complex, competitive solutions sale environment
- Ability to understand the customer specific needs at all levels and provide solutions
- Ability to manage multiple, complex sales and support situations
- Working understanding of the technologies in SRC's portfolio
- 3+ years of demonstrated, successful sales of Capital scientific equipment
- Bachelor's degree in Chemistry, Chemical engineering or Materials science is preferred.

What's in it for you?

- Fun, competitive and challenging work environment
- Competitive compensation of base salary, commissions, and targeted bonus
- Health Benefits

If you have what it takes to meet the demands of our challenging environment, send us your résumé by email. No agencies please, only selected candidates will be contacted.

Serge Dandache
General Manager
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