

## **CDS Instrument East Coast Sales Manager**

CDS Analytical, the word leader in Gas Chromatography (GC) front-end sample introduction instrumentations including Pyrolysis, Thermal Desorption, Purge & Trap, is seeking for a East Coast Sales Manager. This positional is technical sales position, and owns the responsibility for maintaining and creating sales pipelines on the east coast of US. The successful candidate is expected to have a strong technical background in GC related sample introduction technique.

### **Responsibilities:**

- Direct the implementation and coordination of all international sales efforts in Maine, Vermont, New Hampshire, Massachusetts, New York, Rhode Island, Connecticut, Pennsylvania, New Jersey, Delaware, Maryland, District of Columbia, West Virginia, Virginia, Kentucky, Tennessee, North Carolina, South Carolina, Georgia, Alabama, Mississippi, Arkansas, Louisiana, Florida
- Manage and recruit manufacturer reps in the territory
- Provide vision and leadership in the company
- Partner with GC manufacturers to identify trends and opportunities to drive market share growth
- Oversee the setting and achieving of sales plans and objectives for direct reports as well as agent and distributor relationships with the primary objective of profitably growing sales in each international area
- Develop and implement marketing efforts via a variety of mediums
- Work with Application Team and Product Management Team to leverage best practices in GC front end sample introduction markets
- Report to the N.A. Sales Manager related to sales revenue and profitability

### **Skills and Qualifications**

- Require functionally-specific experience involving management of an international sales team
- Require strong experience in GC related products
- Minimum four-year college degree with a major in analytical chemistry, business, or a related field
- Strong verbal and written communication skills and demonstrated competency in directing, managing, and coordinating international sales activities
- Highly developed business acumen and ability to think strategically
- Ability to professionally conduct business in a variety of cultures throughout the world
- Capable to train sales and service reps alone on the product lines
- 20% of domestic travel to the customer and prospect in the key market

### **Compensation**

- Competitive compensation. Paid vacation, 401K retirement plan and health insurance including dental and vision coverage. CDS Analytical is an equal-opportunity employer.
- Please submit your resume to [hr@cdsanalytical.com](mailto:hr@cdsanalytical.com), or call 800.541.6593 ext 4054 for more information.