

Technical Sales – International Market (EU)

Do you know that RheoSense's viscometers using MEMS/Microfluidic VROC® chips are disrupting the scientific community by overcoming the deficiency of existing technology and ensuring the collection of accurate scientific data? RheoSense is a team-oriented solution provider to industries with family like work environment. We are looking to expand our team with a passionate technical sale personnel who loves promoting and selling. If you are looking for an opportunity which opens a door for a growth with the company, we offer you one to apply for! Higher position could be considered depending on the extent of experiences.

Key responsibilities (include but not limited to):

- Establish strong distribution channels and grow the market in key European market
- Enthusiastically promote RheoSense's products
- Build a strong rapport with opinion leaders in overseas market
- Provide accurate monthly and quarterly sales report to manager
- Diligently communicate with prospects and distributors and enter sales progress including detailed application needs of clients into CRM

Basic Qualifications:

- Minimum two years of experience in sales of advanced instruments
- Demonstrated ability to establish and grow international market and should possess know-hows
- Willing to travel up to 40%
- Quickly learn features and benefits of the products
- BS, MS or PhD in engineering or science background is preferred
- Capable of presenting technical information in training or demonstration sessions
- Able to quickly grasp all relevant applications and be observant of client needs
- Must possess excellent communication and interpersonal relationship skills
- Enjoy face-to-face meetings with clients
- Willing to roll up your sleeves and dive in to get things done
- Fluency in German or French is plus.

Preferred:

- Viscometry or rheometry experience is a **strong plus**
- Prefer a candidate in the San Francisco Bay area

Compensation:

- Excellent total compensation package plus excellent health and dental benefits
- Excellent opportunities for career growth
- Financial Benefits including 401k Investment Savings Plan
- Stock options