PerkinElmer
For the Better

JOB OPPORTUNITY

About Perkin Elmer

PerkinElmer is a global, public company with headquarters based in Waltham, MA. Our revenue in 2017 was $2.3 billion. We have approximately 7,700 employees worldwide. We operate in over 150 countries in the Americas, Europe, Asia and Africa. 2017 marked PerkinElmer's 80th anniversary as a brand. Our company mission is to improve the health and safety of people & the environment.

We are focused on two areas:

Human Health: Our diagnostics and life sciences research instruments, reagents and software are backed by clinical resources and support services to help fight disease, provide accurate medical insights and develop therapies more quickly. Business Units: Diagnostics, Life Sciences & Technologies and Medical Imaging

Environmental Health: PerkinElmer is dedicated to ensuring the quality and sustainability of the environment and the safety and authenticity of the food we eat. With our analytical instrumentation and leading laboratory services, we focus on improving the integrity and safety of the world we live in. Business Unit: Environmental Health.

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Tel: 603 7949 1118

Perkin Elmer is looking for Talents.

Vacancy: Technical Sales Specialist

Responsible, as sales professional for PerkinElmer's Materials Characterization product line (FTIR, UV-Vis & Thermal Analysis). Below are the key accountabilities:-

- Execute sales plan and grow sales volume, based on company's strategic objectives.
- Responsible for marketing activities to meet the sales target and develop new prospects and penetrate competitive accounts
- Facilitate solving customer problems through training, information and recommendation of solutions through knowledge of competitive offerings, as well as, pre-sales, post-sales, demos and executing against marketing initiatives
- Maintain installed base customer satisfaction and contact point of communication supporting and resolving all account enquiries.
- Submit accurate and timely monthly sales forecasts

Requirement:

- ✓ Bachelor's Degree / Masters in Chemistry
- ✓ At least 2-3 year(s) of related working experience and fresh graduate are also considered.
- ✓ Good interpersonal & communication skills in both verbal and written
- ✓ Have own transport and willing to travel domestic as position support Central Region and Southern Malaysia customers
- ✓ Computer literate, knowledge in MS Office

If you are interested to join a great team, kindly submit your resume to Perkin Elmer Human Resource department through email. Only shortlisted candidate will be reply.
Email: **nanthakumar.doraisamy@perkinelmer.com**