

## Technical Sales Specialist - South

### *A challenging & exciting role with a wealth of opportunities*

Due to increased demand on our services and products we are looking to expand our team to include technical sales specialist in the south of England predominantly around the Oxfordshire region. Asynt prides itself on its ability to build strong relationships with customers, suppliers, and distributors and for this reason we are looking for a dedicated team member to take on this super exciting role.

Do you want to join in the fun and work with an amazing team? This is a challenging and exciting role at Asynt and brings with it a wealth of opportunity and creativity to a growing and dynamic company.

### The role:

We are ideally searching for an experienced sales candidate with knowledge of the pharmaceutical, biotech, agrochemical, chemical, fine chemical and academic markets is essential

Previous experience working in a research environment is a huge advantage

Technical knowledge of chemistry equipment and techniques used in chemical synthesis is required

Experience of instrument and capital sales is a highly desirable

- You would be expected to provide technical knowledge and advice on the Asynt product portfolio and communicate concisely remotely (via Teams and Zoom), telephone, WhatsApp, our online live chat app and email. This would also include online and face to face product demonstrations to customers, academic partners, and our worldwide distributor network
- Ability to perform product installations and commissioning both on site and / or remotely when required
- Having regular dialogue with our supplier, customer, and distributor network
- Working closely with our Marketing Department – including writing technical papers, instruction manuals, assisting with PR, newsletter articles, blogs, YouTube videos and Asynt's social media channels.
- Liaise with customers, distributors and the Asynt team to better understand custom requirements
- Give detailed quotation specifications with pricing and technical details
- Be proactive with quote management and progression
- Competent with bespoke projects from manufacture through to supply, installation, commissioning, and delivery
- Visiting customers for feedback testimonials, videos, and reports on equipment they have purchased from Asynt

## What we need from you

- Communication is paramount. Being able to articulate instructions and information in a positive and cheerful manner, in both a written format and orally (face to face with a customer and remotely via Teams or Zoom) to our customers in the UK and internationally.
- Excellent attention to detail, time management and priority planner with a proactive attitude and go-getter mentality.
- Team builder and interactor with contagious positive enthusiasm and drive.
- We love progression, so any form of improving protocols, software, general day to day activities is always appreciated. Forward thinkers are us!
- Teamwork is essential, as is working on your own. Must have the drive, determination, and initiative to do both well.

## Requirements

- Degree level Chemistry background is essential.
- Clean driving license
- Competent with Teams, Zoom, MS Word, Excel, and PowerPoint
- Social media savvy with platforms such as LinkedIn, YouTube, Twitter, and Instagram
- Have experience with CRM and inputting data



### Does that sound interesting?

#### *What to do now...*

If you're interested in the role detailed here and would like to discuss it further please initially email us via [enquiries@asynt.com](mailto:enquiries@asynt.com) and arrange a chat. We can't wait to hear from you!

*A fresh outlook in chemistry technologies*