***Technical Inside sales representative***

*ATS Scientific Inc., a successful Canadian owned distributor of scientific equipment for 30 years, has an immediate opening for a* ***Technical Inside Sales Representative****, based at our head office in Burlington, Ontario. We are seeking a highly organized, dynamic, outgoing, and motivated individual with a proven track record to join our experienced staff to increase sales and support our clients.*

The representative would be involved in sales and promotion of selected smaller capital instruments to laboratories in all sectors (excluding hospital/clinical) such as Chemical, Environmental, Energy, Petroleum, Pharmaceutical, and Cannabis Industries, and the Public sector including University Research and Government Laboratories. Some of these duties may include:

* Be the commercial lead on selected products
* Preparing quotations and bids as required
* Maintain and continuously update the company’s CRM system (Salesforce)
* Prepare and execute technical marketing materials
* Phone/email support for existing clients
* Maintenance of selected demonstration laboratory equipment
* Analyze samples for proof of concept, provide virtual demonstrations
* Handle sample submission and international transportation logistics
* Pro-actively seek new opportunities for selected product lines from all sources
* Participate in trade shows and supplier training

Candidates should possess a university degree (preferably in Chemistry or Chemical Engineering) and have been in the industry a minimum of 2-5 year with both hands-on laboratory experience and some demonstrated sales skills. Knowledge of sample preparation/extraction techniques, spectroscopy, material characterization, and chromatography would be highly desirable. Availability for occasional overnight travel (domestic and international), a valid driver’s license, and passport are required.

Please note that this position is based in our Burlington head office 5 days per week.

We offer a competitive salary plus commission incentive, benefits plan, and the opportunity to work in an exciting, friendly work environment. We invest heavily in our sales representative’s success with extensive training opportunities and support. Come grow with us!

Apply in confidence to sales@ats-scientific.com. No agencies please.