

## Environmental Product Specialist (Sales)

### Opportunity Overview

ATS Scientific is currently looking to fill the role of Environmental Product Specialist in its sales department. This position provides an opportunity for growth in a dynamic, expanding company.

The Environmental Product Specialist is responsible for overseeing and maintaining the duties as detailed below and will align themselves with ATS' core mission by becoming the sales department's key technical resource for our product lines with environmental applications. Knowledge and experience with applications such as sample prep for inorganic (sample digestion and processing) and organics (sample clean-up, extractions) and techniques such as environmental elemental combustion analyzers, AA, ICP, GC, GC-MS and automated colorimetric analyzers, would be required.

This position offers salary plus commissions for revenue generated from assigned product lines. The position will be based out of ATS Scientific's head office in Burlington, Ontario, however, strong remote candidates will also be considered.

### Company Overview

ATS Scientific Inc. is a market-leading, Canadian-owned distributor of scientific equipment and supplies with a proven track record developed over its 30+ year history. We have offices across Canada, including in Alberta, Quebec, and its head office based in Burlington, Ontario. With many long term, best-in-class suppliers, we are well positioned for further growth. ATS was recently acquired by an entrepreneurial group that is investing in the growth of the business through a variety of initiatives including adding complimentary product lines, expanding end market reach and service/support capabilities.

### Academic Training:

- At least a B.Sc. in Analytical Chemistry is required

### Work Experience:

- 5+ years overall work experience
- 2+ years experience in a technical sales or related role, preferably in the laboratory/scientific equipment and supply industry
- Knowledge and experience with applications such as sample prep for inorganic (sample digestion and processing) and organics (sample clean-up, extractions) and techniques such as environmental elemental combustion analyzers, AA, ICP, GC, GC-MS and automated colorimetric analyzers, would be required
- Laboratory experience required
- Experience supporting co-workers or clients with technical support

### Competencies:

- Experience in using both Inorganic and Organic chemistry instrumentation
- Excellent written and verbal communication and interpersonal skills, including a high level of professionalism
- Self-motivated with the ability to take initiative in identifying sales opportunities independently
- Intermediate computer skills (Microsoft Office including Outlook, Word, PowerPoint, and Excel)
- Experienced in effectively coordinating multiple projects, executing multiple tasks simultaneously and efficiently, while working with conflicting deadlines in a fast-paced environment
- **Thorough understanding of scientific and laboratory equipment industry would be an asset**

**Work Experience:**

- 5+ years overall work experience
- 2+ years experience in a technical sales or related role, preferably in the laboratory/scientific equipment and supply industry
- Knowledge and experience with applications such as sample prep for inorganic (sample digestion and processing) and organics (sample clean-up, extractions) and techniques such as environmental elemental combustion analyzers, AA, ICP, GC, GC-MS and automated colorimetric analyzers, would be required
- Laboratory experience required
- Experience supporting co-workers or clients with technical support

**Competencies:**

- Experience in using both Inorganic and Organic chemistry instrumentation
- Excellent written and verbal communication and interpersonal skills, including a high level of professionalism
- Self-motivated with the ability to take initiative in identifying sales opportunities independently
- Intermediate computer skills (Microsoft Office including Outlook, Word, PowerPoint, and Excel)
- Experienced in effectively coordinating multiple projects, executing multiple tasks simultaneously and efficiently, while working with conflicting deadlines in a fast-paced environment
- Thorough understanding of scientific and laboratory equipment industry would be an asset

**Major Responsibilities:**

- Be the key technical resource for assigned product lines
- Support other technical staff on applications support including conducting presentations and demonstrations
- Generating leads and market research for assigned product lines
- Provide market intelligence on competitors
- Be responsible for certain environmental instruments in our applications laboratory (demo lab)
- Attend industry trade shows and product training sessions conducted by our suppliers
- Travel to customer sites, including to assist in the installation of instrumentation, when needed
- Other additional responsibilities and duties, as required

**Other:**

- Start Date: November 2022
- Strong proficiency in English, French would be an asset
- Travel Required: up to 35% of your time:
- Travel to customers
- Travel to ATS' head office for training, meetings, etc.
- Valid passport for out-of-country travel
- Benefits: Comprehensive, split 50/50 with the employer
- Location: Burlington, ON or remote

**Benefits:**

- Company events
- Dental care
- Disability insurance
- Extended health care
- On-site parking
- Work from home
- 

While we thank all candidates who apply, only those whom best match the above criteria will be contacted. No phone calls, please.

**Apply Now: [Sales@ATS-Scientific.com](mailto:Sales@ATS-Scientific.com)**