Title: Product Specialist – Mettler Toledo
Department: Sales
Location: Flexible – Head office is based in Dublin
Reports to: Business Unit Manager

Purpose:
The primary responsibility is to promote and sell Mettler Toledo Weighing and Analytical Instrumentation and software. Mettler Toledo is the leading brand for Laboratory weighing and has market dominance within the Irish market place.

Main Tasks:
The successful candidate will be responsible for the following:
- Sales of Mettler Toledo Weighing and Analytical Instrumentation and software
- High call rate to promote the Mettler Toledo range primarily in to the Pharmaceutical and University markets
- Demonstrations of the complete Mettler Toledo range.
- Providing customers with technical and software support.
- Introduction of new product ranges within a team structure.
- Preparing customer quotations and tenders
- Travelling and visiting customers throughout the 26 counties from a Dublin base.
- Reporting to and working closely with the Business Unit Manager.

The Person:
- Knowledge of Analytical Instrumentation with minimum of 2 years laboratory experience
- Sales experience, although not essential, would be preferable
- Preferably a degree in Chemistry, or equivalent
- Highly motivated individual with a lot of drive to succeed
- Full clean Driving Licence

Special Features:
Be a flexible team player, be able to work independently, prioritise own work and, maintain confidentiality of information.
Have a positive attitude and be pro-active, have excellent organisational, communication and interpersonal skills and be able to work under pressure and within short time constraints.

Salary & Benefits:
An attractive salary based on industry rates with additional benefits which include:- Commission, Bonus, Pension, Company Car, Mobile phone, laptop, Sports and Social Club, competitive annual leave allowance and Educational Assistance Programme.