

Applications Engineer

Company Description:

Quantum Analytics is an established Value Added Distributor addressing the analytical instrumentation industry. We market and distribute products with a portfolio of premier manufacturing partners and provide cross-platform integration, installation, training, and support for our customers. In addition, we provide flexible financing options that include lease, rent, or buy and we are hiring for an **Applications Engineer** for our Houston market.

Position Description:

The Applications Engineer is a fundamental position for providing technical product support, applications and training of our chromatography/analyzer solutions for Quantum customers. This individual will be responsible for creating, evaluating, managing, maintaining and delivering Quantum added value solutions for the Industrial and Energy markets. This position will be responsible for defining and proposing Quantum value added solutions for process development, refinery and chemical analysis companies. The Applications Engineer will create and maintain key vendor relationships.

Job Responsibilities:

- Provide application training for Quantum gas/liquid chromatography instrument sales
- Displays/identifies/demonstrates product knowledge and application, using customer samples, brochures and technical presentations
- Configures analytical solutions necessary to meet customer's application requirement and budget.
- Works with outside sales representative, customers, Quantum and vendor product specialist to develop analytical solutions for customers challenging applications.
- Evaluates and recommends new technologies for Quantum sales channels
- Support development of sales strategy including research on corporate, academic, and government target accounts.
- Meet or exceed defined sales volume targets.
- Determine customer need and define solution with support of product specialist including vendor partners.
- Provide proposals based on customer application, budget, and other business requirements in conjunction with company sales support staff and vendor partners.
- Manage and maintain sales leads, contacts, accounts, opportunities, and forecast in CRM.
- Communicate regularly with company management and provide timely updates on all opportunities.
- Establish, develop, and maintain business relationships with customers and vendor partners.
- Attends trade shows and participates in local/regional chromatography forums.
- Keep up-to-date on new product and product changes within his/her assigned sphere of activity to increase own abilities and skills.
- Perform other tasks as assigned by manager or supervisor.
- Manage instrumentation in Quantum's Southern Technology Center to ensure all equipment is in good working order for customer demonstrations.
- Conduct individual and group training and seminars to existing and prospective customers. Deliver technical presentations at industry conferences.

Basic Qualifications:

- BS Degree in Chemistry, Biology or related discipline required.
- Minimum 7 years' experience selling analytical solutions to Industrial markets; GC/MS, GC, or Micro GC experience a plus.
- Exceptional verbal and written communication/presentation and organizational skills required
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals.
- Experience and ability to use MS Office Software.
- Highly motivated self-starter comfortable working independently.

Other:

- Significant regional and some national travel will be required.

Interested candidates should submit their cover letter and resume to: careers@lqa.com