

## Technical Sales Representative – Valencia, CA (Remote)

### Company Benefits

- 100% employer paid medical and dental
- 401(k) matching contribution
- Generous PTO and paid holidays
- Long-term disability
- Life and AD&D
- Health Care and Dependent Care Flex Spending
- Tuition reimbursement
- Commission

**Pay: \$69,000 - \$85,000** annually, plus commission

**Position is Remote**

### Company Overview

*Contributing to Saving Lives*

**The Eckert & Ziegler Group** is one of the world's largest providers of isotope technology for medical, scientific, and industrial use. The core businesses of the Group are Diagnostic Nuclear Medicine Imaging, Cancer Therapy, and Industrial Radiometry.

### Business Segment Overview

**Eckert & Ziegler Isotope Products** provides sealed and unsealed radiation sources and materials for Medical Imaging sources; Industrial sources for measurement and analysis; Oil Well Logging sources and related products; Reference, Calibration and Environmental Monitoring sources and solutions; Bulk radioisotopes for pharmaceutical, therapeutic and industrial product manufacturing; Services for collection, recycling and disposal of sources and low-activity waste; Sources for industrial Non-Destructive Testing; High-Activity radiation sources for radiation processing and sterilization; Medical and Industrial irradiators for blood irradiation, sterilization or calibration.

### The Job

Eckert & Ziegler Isotope Products seeks a **Technical Sales Representative** to join our team. This position is responsible for selling, supporting, and marketing Medical Imaging QC products to selected key accounts in the North American market and other world regions. Visiting existing clients to maintain and build strong business relationships. Oversees all aspects of the designated Key Account's technical, pricing, and product inquiries. Organizes, identifies and participates in regional trade shows and conferences.

### Duties:

1. Responsible for sales and marketing of Medical Imaging QC products and services throughout North America and other regions.
2. Manage selected key accounts to ensure customer satisfaction and the achievement of sales goals.
3. Identify new and potential customers.
4. Schedule and perform sales visits as needed to build strong business relationships.
5. Assist in the planning and coordination of new product launches.
6. Process quotations for standard and custom products.
7. Organize and attend regional trade shows. Occasional participation at international events is also required.
8. Support our budgeting process.

### Requirements:

1. **Minimum education (or substitute experience) required:** Bachelor's degree or equivalent work-related experience.
2. **Minimum experience required:** 3+ years in sales and marketing. Technical sales skills a plus.
3. **Abilities and skills required:**
  - Proven ability to develop and improve customer relationships
  - Proven track record of client development
  - Experience in managing large customer accounts
  - Strong negotiating skills
  - Ability to travel both domestically and internationally, approximately 25% of the time.
  - Utilize reporting and market analysis to support strategic sales decisions and identify opportunities for growth and/or necessary market adjustments.
  - Proficient in software programs including Excel, Word, PowerPoint. Knowledge in other programs – D365, CRM, etc. a plus.

We are an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status and will not be discriminated against on the basis of disability.

To apply please click on the link below or copy and paste into your browser.

[https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=9c980abd-e7ad-4b5f-9517-39477f587807&ccld=19000101\\_000001&jobId=559938&source=CC2&lang=en\\_US](https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=9c980abd-e7ad-4b5f-9517-39477f587807&ccld=19000101_000001&jobId=559938&source=CC2&lang=en_US)

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