



Title: Technical Representative
Reports to: Regional Sales Manager
Division: Instrument Division
Location: Nova Scotia
Terms: Full Time/Permanent

Microscope Sales Representative

The Instrument Division of Nikon Canada Inc. is seeking a Technical Representative for the province of Nova Scotia. The successful candidate will be responsible for leading microscope and imaging system sales to the university, hospital and government laboratory markets as well as private industry. Involvement in regional trade shows will also be required.

Position Overview:

The successful candidate will oversee core microscope sales within Nova Scotia and the Maritimes area and assess the competitive position of Nikon Canada within the territory. Working with the Regional Support Specialist, he/she will also locate, qualify and process sales leads for advanced imaging equipment in the territory. Additional responsibilities include equipment demonstrations, installations and training of end-users. This position reports directly to the Regional Sales Manager.

Responsibilities:

- Achieve territory yearly and monthly sales targets as defined by the Regional Sales Manager.
- Provide price quotations, information and equipment demonstrations to customers.
- Organize equipment and booth materials while overseeing regional exhibitions.
- Provide input into territory marketing programs for specific product groups and markets.
- Troubleshoot systems and provide end-user support for established customers.
- Submit reports related to the territory as defined by the Regional Sales Manager.
- Work with a team in order to develop new leads.
- Manage and schedule territory demonstration equipment.
- Perform other duties as requested by the Regional Sales Manager.

Essential Knowledge:

- A B.Sc. graduate with hands-on microscopy experience or an extensive history in microscopy sales.
- Excellent communication and presentation skills.
- Excellent computer skills with experience using CRM software and an understanding of digital imaging and image analysis software.
- Ability to work well within a team environment.
- Effective interpersonal and organizational skills working within cross-functional teams.
- Exceptional organizational skills.
- Ability to learn, assess and apply new technologies.
- Ability to travel.

Working Conditions:

Candidate will work in a hospital, university and government laboratories setting using microscopes, computers and imaging equipment.

If you have the above listed skills, or know someone who does and is interested in joining the Nikon Canada team please email a current resume including cover letter in confidence to hr@nikon.ca. Nikon wishes to thank all applicants, only those selected for an interview will be contacted. Nikon is an equal opportunity employer.