



10 May 2022

## PRODUCT SPECIALIST (MICROSCOPY)

Advanced Laboratory Solutions (ALS) has been supporting the South African scientific and industrial sectors for more than 25 years with a variety of materials testing, microscopy and surface analysis products. ALS has now setup a separate company, Angstrom Scientific, to focus specifically on high-end, research microscopy. With this focussed approach, Angstrom requires additional support staff that can promote its products. These products range from specimen preparation, electron microscopy, nuclear magnetic resonance to Raman spectroscopy.

The position is based in Randburg, Johannesburg.

### Products:

- JEOL
- Gatan — Ametek
- Quorum Technologies
- Agar Scientific
- WITec — Oxford Instruments

### Job Responsibilities:

- Grow and develop business to meet and exceed business targets
- Generate sales leads
- Prepare customer proposals within the company's CRM
- Manage and follow-up on opportunities
- Keep the company's CRM up to date with current projects
- Be active team player and collaborate with product principals
- Champion technical conferences and workshops to promote Company brand
- Application Support is key to our business and should be met diligently
- Train customers on equipment sold
- Provide customer demonstrations in-house or at customer or through web meetings
- Organize product workshops and seminars

### Qualifications:

- Master's or Ph.D. Degree in Physics, Materials Science, Life Sciences or Engineering
- Experienced in using Electron Microscopes
- Must be enthusiastic, dynamic and customer-orientated
- Must be able to communicate professionally and clearly
- Must be detail-oriented, organised and driven to meet and exceed goals planned
- Must have a Code 8 driver's license
- Must be willing to travel locally, into Africa and internationally

Package benefits include a company car, medical aid, income protection, basic salary plus attractive commission structure. Please submit a comprehensive CV together with a letter stating why you feel you are suited for this position to [sales@angstrom.co.za](mailto:sales@angstrom.co.za)