



Position: Laboratory Field Sales Representative

Full Time Exempt

Are you looking for a new way to make a real difference? SVL Analytical is a laboratory specializing in environmental monitoring for the mining industry and other NDPES permit holders. We have spent more than 45 years contributing to a better environment, and are looking for people who can help us build on that history, while creating new success. SVL is a small business committed to attracting, preparing, promoting and supporting quality employees. At SVL we offer benefits, challenges, growth opportunities and match those with real rewards.

Summary

The Laboratory Sales Representative is responsible for professionally and effectively representing SVL. This requires successful management of a sales territory by developing and fostering sound customer relationships. A Sales Representative will examine and evaluate a customer's needs and then offer recommendations to fulfill those needs while striving to meet the goals established by SVL management.

Candidates will need to have laboratory/ industry knowledge and contacts while possessing good technical communication skills; both interpersonal and written. Overnight travel will be required. Expect to spend, minimally, 50% of the workweek out with your clients. Self-motivation and enthusiasm tempered with work ethics and integrity are qualities deemed indispensable to our sales representatives. Candidates should be located in either ID, UT, NV, or AZ.

Responsibilities

- Develop client relationships with potential clients
- Maintain and grow existing client base
- Respond to proposals and business opportunities (employ working computer skills)
- Participate in trade shows, promotions and other business development activities
- Provide customer service feedback to the laboratory for process improvement purposes
- Work closely with project management to scope new projects
- Generate and follow up on sales leads
- Promptly respond to client and market demands
- Understand client's project needs and develop a solution that works for both the lab and client
- Utilize and update CRM and LIMS databases

Qualifications

- Bachelor's Degree (preference will be given to science majors)
- Sales, mining, environmental, laboratory, or environmental consulting experience
- Able to manage expectations of both clients and the lab
- Sales minded, self-starting, positive, and enthusiastic
- Able to learn quickly and meet multiple client demands simultaneously

Compensation is based on salary plus commissions. A benefits package including Health, 401K, Life and Disability Insurance is included. Relocation is not offered.

Qualified individuals interested in this career opportunity should apply by submitting a current resume with salary requirements SVLcareers@svl.net. Visit our website at www.svl.net. We are excited to meet you!