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Global Sales Specialist - Laboratory Automation

Available in one of 2 locations [See all](#) Full-Time Regular/Permanent

Global Sales Specialist - Laboratory Automation

At ABB, we are dedicated to addressing global challenges. Our core values: care, courage, curiosity, and collaboration - combined with a focus on inclusion, and equal opportunities - are key drivers in our aim to empower everyone to create sustainable solutions.

That's our story. Make it your story.

This position reports to

Global Sales Manager Service Robotics

Your role and responsibilities

Are you passionate about innovation and motivated to revolutionize laboratory processes with cutting-edge robotic automation? We are seeking a Sales Specialist with a substantial background in laboratory processes or laboratory equipment sales. If you thrive in a vibrant environment and are the desire to bring transformative solutions to laboratories worldwide, we want to hear from you!

In this role, you will have the opportunity to be responsible for the sales of robotic laboratory automation solutions in line with the division strategy will focus on reaching both qualitative and quantitative sales targets to ensure sustainable order growth, revenues, profitability, market share, and satisfaction. You will also showcase your skills by identifying and developing new sales opportunities.



Main accountabilities:

Volume and profit:

- Sells products/systems/services to customers, focusing on volume, mix and profitability targets for assigned Divisions.

Customer relations:

- Establishes and maintains effective customer relationships to understand customer needs, promote customer understanding of full product/systems offering, and align to provide a solution.
- Ensures a positive customer experience throughout the sales process.

Sales plans:

- Prepares sales plans using company tools.
- Performs regular status reviews and proposes recovery plan(s) in cases of potential order shortfalls.

Sales:

- Creates added value for the customer and ABB and ensures the successful outcome of transactions, contracts and proposals by using effective sales techniques.
- Communicates details in accordance with ABB offering and strategy (delivery time, payments, and general terms and conditions).

Marketing:

- Ensures efficient marketing activities and value proposition to customers. New market opportunities
- Identifies and facilitates the development of new market opportunities in the designated market and ensures know-how sharing and cross-collaboration.

Administration:

- Manages administrative procedures in sales processes and supports collection and project management activities when needed.

Offer preparation:

- Prepares offers in coordination with the bid and proposal department and/or the Marketing Manager.
- Ensures appropriate technical and financial aspects of offers, including prices and trading conditions.

You will join a dynamic, high performing team, where you will be able to thrive.

The work model for the role is: #LI-hybrid.

Qualifications for the role

- Degree in Engineering, Chemistry, Biochemistry, Pharmacy, Biotechnology, Biology or equivalent.
- Solid understanding of laboratory processes and/or laboratory equipment sales is a must (5 years).
- Experience in laboratory automation and robotics will be highly valued.
- Availability to travel internationally (up to 50% of the time).
- Fluency in English is a must; other languages are valued.
- Outgoing, goal oriented, good communication and interpersonal skills.

What's in it for you?

- Get exposed to cutting-edge technology in Robotics and have a visible impact on the future
- Play a part in anticipating, sensing and responding to technology trends
- Learn from highly experienced, genuine, and caring colleagues – people who are committed to helping you achieve your personal and professional goals

Benefits

- Canteen
- Flexible work practices
- Company mobile phone
- Wellbeing program
- Employee Share Acquisition Plan

More about us


We value people from different backgrounds. Could this be your story? Apply today or visit www.abb.com to read more about us and learn about the solutions across the globe. #MyABBStory

(<https://careers.abb/global/en/fraud-warning>)Important: In order to be employed by ABB you will need to fully comply with/fulfill all local ABB e requirements/processes.

Before applying, please read our Fraud Warning. (<https://careers.abb/global/en/fraud-warning>) (<https://careers.abb/global/en/fraud-warning>)

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Life at ABB

At ABB, you're not just starting a job; you're beginning a journey of personal and professional development and growth. Our culture is founded on strong values, where every person is appreciated and empowered to reach their full potential. We believe continuous development empowers people to make a difference. Our Learn, Connect, Grow framework and supportive culture enables everyone at ABB to pursue their personal goals and aspirations.



Diversity, Equity & Inclusion at ABB

At ABB, we are committed to solving some of the biggest global challenges of our time. This is possible through our exceptional people who work every day, towards this endeavor. A culture of diversity, inclusion and equal opportunity is critical to our business success and makes us stronger. At ABB we strive for a culture where individual differences are not only welcomed but celebrated.

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more

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