



Critical Care/Clinical Chemistry Product Specialist

Instrumentation Laboratory is the market leader in the design, manufacture, supply and support of reagents and diagnostic instrumentation in the fields of Immunology & Infectious Disease, Haemostasis, Critical Care and Clinical Chemistry.

We have a great opportunity for an enthusiastic, highly motivated person to join our Critical Care/Clinical Chemistry Business division.

This is a Product Specialist role and is field based. As a Product Specialist you will use your Point of Care expertise to increase business and support all analysers and reagents in your area.

- Run your sales area as your business to maximise profitable sales of systems, reagents and consumables
- Carry out professional presentations and demonstrations of analysers, reagents and consumables.
- Maintain a current and in depth knowledge of all products.
- Be able to provide accurate sales forecasts.
- Provide telephone technical support.
- Perform on site technical support and customer training.

The ideal candidate will have the desire and motivation to provide outstanding customer service, possess good documentation, communication and organisational skills, be flexible with a willingness to travel (overnight stays will be necessary).

A thorough grounding in the Point of Care field is essential, having attained at least BMS Grade 1 or equivalent or may be currently working within the Point of Care field as a Product or Sales Specialist. Knowledge of IL analysers and reagents would be an advantage, but not essential as full training will be provided.

We offer an excellent benefit package including a highly competitive base salary, company car, pension, private medical insurance and a generous bonus package.

The candidate must be based North West London/M4 corridor.

For further information and a copy of the Job Description, please ring 01925 810141, ask for Joanne Bennicke or e-mail: jsingleton@il-uk.com

Please send a copy of your C.V. to Mrs Joanne Bennicke, Personnel Manager, Instrumentation Laboratory (UK) Ltd., Kelvin Close, Birchwood, Warrington, Cheshire. WA3 7PB

Closing date: 15th February 2012