



## **Regional Account Manager, XRD, UK (m/f/d)**

### **SUMMARY**

Founded in 1951, Rigaku has been at the forefront of analytical and industrial instrumentation technology. Today, with hundreds of major innovations to their credit, the Rigaku group of companies are world leaders in the fields of X-ray and electron diffraction, thin film analysis, X-ray fluorescence spectrometry, small angle X-ray scattering, protein and small molecule X-ray crystallography, Raman spectroscopy, X-ray optics, semiconductor metrology, X-ray sources, computed tomography, nondestructive testing, and thermal analysis. Since the company's inception, we have continued to develop and grow alongside our customers, always mindful of our mission: to contribute to the enhancement of humanity through scientific and technological development. All of us believe at the work we do today will make the world a better place for the generations that follow, and we give our sincere thanks to our customers for letting us pursue that mission.

Rigaku is seeking an additional **Regional Account Manager for XRD (m/f/d)**.

The ideal candidate will currently reside in the UK and will report to the Sales Director XRD, XRF and XI.

### **PRIMARY DUTIES AND RESPONSIBILITIES**

- Meeting sales targets and growing sales by prospecting for new customers, capturing competitors' customers, and retaining Rigaku customers.
- Effectively communicate the value of Rigaku instruments and technology.
- Understand the needs of prospective customers in order to qualify their instrumentation requirements.
- Routinely meeting existing and prospective customers in person and virtually.
- Arranging and hosting prospective customer visits to Rigaku offices for product demonstrations. Demonstrations will be supported by dedicated applications scientists.
- Guiding and supporting customers through the grant application, evaluation, and procurement processes including the preparation of tender responses.
- Negotiating final terms (price, warranty, delivery, conditions, etc.) of a contract.
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### **QUALIFICATIONS / REQUIREMENTS**

- X-ray diffraction experience required, ideally with multiple applications.
- Sales experience preferred but not essential.
- Scientific degree required, PhD preferred.
- Travel of 50% or more of the time is required within the territory consistently, in addition to domestic travel outside the territory for trade shows, conferences, sales meetings, and hosting customer visits at headquarters in Germany.
- Exceptional written, verbal, interpersonal, preparation, and presentation skills.



- Computer literacy is required with the use of Microsoft Outlook, Word, Excel, and PowerPoint programs as well as the Salesforce.com customer relationship management database.
- Self-motivated with a strong desire to succeed is a requirement.
- An outgoing personality with a positive attitude and a strong work ethic is desired.

#### **COMPENSATION PACKAGE**

- Company car
- Private Medical Insurance (after probation)
- Pension (after probation)
- Discretionary bonus
- Life insurance (after probation)
- Laptop, cell phone, expense account

We are looking forward receiving your application at: [RESE-Jobs](#)