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*Enartis USA, Inc. located in beautiful scenic Windsor CA, is currently looking for a dynamic and charismatic individual to fill a vacant full time Laboratory Services and Supplies Specialist position.*

**POSITION OVERVIEW:**

The Laboratory Services and Supplies Specialist is responsible for developing relationships with current and new customers in the assigned territory through the promotion, sale and post-sale support of the company's laboratory supplies and services for wine and other alcoholic beverage testing.

**JOB RESPONSIBILITIES:**

- Routine sales travel to visit new and existing customers.
- Identify and properly qualify new business opportunities using available resources
- Provide customer support by responding to customer inquiries and requests
- Partner with current customers to ascertain current needs and generate additional sales
- Work closely with marketing and the other Sales Reps to recognize & promote sales opportunities

**DESIRED SKILLS AND EXPERIENCE:**

- Bachelor's degree, preferably in a science or related field; laboratory experience is a plus
- Self-starter; motivated, team focused and results driven
- Strong presentation, organizational, and time management skills
- Demonstrated history of consistently exceeding company's goals as well as strong negotiation and closing techniques
- Outstanding verbal and written communication skills
- Proficient in the use of MS Office
- Exceptional interpersonal skills
- Strong technical skills: able to present technical concepts; provide customers with hands-on technique using our products
- Ability to travel within United States

Salary depending upon experience.

Please reply to the following with a resume and cover letter to: [jobs@enartisvinquiry.com](mailto:jobs@enartisvinquiry.com)