



Analytical Instrumentation Technician and Service Supervisor

Reports to: VP Marketing Development & Product Management

Position Summary: Responsible for technical support in the promotion and sale of analytical instrumentation for the beverage market, as well as the promotion and sale of after-sale services, support, maintenance and repair of equipment as appropriate for the product line.

Responsibilities:

- Assist in the promotion and sale of analytical instrumentation through technical support, on-site trials, creation of marketing materials, sales/marketing strategies, working both with sales and marketing staff, product managers, and direct contact with customers.
- Assist marketing efforts in the creation and implementation of promotional materials, campaigns, seminars, and promote instrumentation at designated trade shows.
- Create and conduct professional technical presentations for customers and academic programs.
- Conduct internal training for sales and sales support staff, highlighting product merits, features/benefits and sales approaches.
- Become proficient in equipment maintenance and provide warranty and fee based maintenance and repair work on analytical instrumentation.
- Promote and sell after-sale maintenance and repair based services relating to instrumentation, and manage parts inventories associated with analytical instrumentation.
- Install equipment at customer sites. Provide appropriate training and support to ensure proper utilization and performance of instrumentation, and conduct on-going training for customers as required.
- Assist in the evaluation and development of new instrumentation products and services on behalf of Gusmer and suppliers, and participate in supplier activities as required.
- Schedule, track and maintain demonstration equipment.

Qualifications/Experience/Skills:

- BS/MS in chemistry, enology, food science or related field
- Two year's relevant lab experience preferred, with knowledge of analytical instrumentation
- Knowledge of beverage processing (i.e. wine and beer production) preferred
- Innovative and ability to solve problems independently and work without direct supervision
- Mechanical and electrical aptitude desirable
- Ability to multi-task and work in an organized manner, with strong communication/people skills
- Advanced computer skills (Microsoft Office) and technical writing skills preferred
- Valid driver's license, acceptable driving record and ability to travel up to 40% overnight

To apply for the position, please send your resume to Mary Ann Jennison at mjennison@gusmerenterprises.com or if you have any questions.