



TECHNICAL SALES ASOCIATE, ENVIRONMENTAL INTERNATIONAL SALES

Location: LI-COR Biosciences, 4647 Superior Street, Lincoln, Nebraska 68504

Earliest Starting Date: October 1, 2009

Application Closing Date: Open until Filled

Position Summary: This position provides communication with LI-COR's Direct International Sales (DIS) customers, primarily by e-mail; provides technical sales assistance to DIS customers by answering and tracking sales leads; and performs other sales & marketing duties as necessary with international customers and distributors.

- Responsibilities:** The incumbent's responsibilities include answering incoming DIS e-mails; using application and instrument knowledge to recommend proper instrument configurations and accessories to customers. They will work with International Sales Correspondents to create quotations, process orders and assist in communication with the LI-COR Environmental distributor network; assist the International Sales Manager and Director of International Sales with market assessments for countries and regions of the world. They will help with marketing initiatives such as e-mailers, print material, or advertising campaigns, and must learn export regulations, shipping procedures, and payment procedures and then be able to use this knowledge to effectively guide DIS customers through the inquiry and purchase process.

Required Qualifications: The candidate must hold a B.S. or equivalent in biology, environmental sciences, life sciences, or a related field. Proficiency in a foreign language is highly desirable, but not a requirement. Technical Sales experience is desirable. The candidate needs to have experience with Personal Computers: basic experience with various operating systems (Windows, Macintosh), Microsoft Word, Excel and Power Point. The ideal candidate will be a team player; enjoys and works well with others in a team environment; has good interpersonal and English communications skills – both verbal and written. The candidate must be a self-starter with the ability to manage multiple tasks and solve problems. High ethics, integrity, honesty, and patience are of the utmost importance as are dependability, a positive attitude and good attendance. This position requires light travel (domestic and international).

Employment Conditions: Full-Time, Regular Employment status (12 months/year). Benefits include medical, dental, vision, life, long-term disability insurance plans as well as educational assistance and wellness programs, paid vacation and holidays, 401K and profit sharing plan, and flexible spending plan.

For Additional Information: See our website at <http://www.licor.com/corp/careers.jsp> . Applications can be submitted throughout the website portal (preferred), or alternatively may be emailed to careers@licor.com or faxed to (402) 467-0843.