



AMEGA SCIENTIFIC CORPORATION  
centralized monitoring systems

## EMPLOYMENT OPPORTUNITY

### FIELD TECHNICIAN/TECHNICAL SALES FULL TIME POSITION

Location: US, MASSACHUSETTS, BOSTON area

JOB CATEGORY: Engineering, Installation, Repair, Sales.

Are you a natural problem solver? Self motivated? Great with people? Join our team!

Amega Scientific Corporation is a fast growing, leader in the centralized monitoring field. We design, manufacture, install, qualify and service a centralized monitoring and alarm system for regulated industries. (Pharmaceuticals, Bio Techs, Hospitals, Blood banks, IVF labs, Forensic Labs, Life Sciences and More!) We are looking for a qualified, energetic technician who has excellent customer relation skills, as well as sales experience. This a wonderful opportunity to meet and work with exciting people in a dynamic environment. Amega provides a competitive salary, benefit package, tools and all necessary training to perform the required work.

#### PRINCIPAL RESPONSIBILITIES & SCOPE

Responsible for performing installation, maintenance, routine and/or emergency service on our centralized monitoring systems. Applicant will provide exemplary service to all Amega Scientific customers. Required to maintain detailed field records, work orders and daily weekly and monthly schedules. Must be able to perform system qualifications to Amega Scientific standards and protocols. Applicant should be able to work creatively, both alone and with other team members. The Field Technician will ensure all equipment functions to the satisfaction of the customer. Applicant must be highly self motivated and have the desire to be completely responsible for their own work. Must have the flexibility for travel. Reports back to the Operation Manager on a regular basis.

Applicant will accomplish business development activities by researching and developing marketing and sales opportunities. Will also need to provide support and sales of turnkey solutions for existing and new clientele. Applicant should be able to achieve marketing and sales objectives by contributing information and recommendations to strategic plans and reviews. The Applicant will need to sustain rapport with key accounts by making periodic visits, exploring specific needs, and anticipating new opportunities.

#### EDUCATION/SKILLED REQUIRED:

Associates Degree in electronics preferred.

1-2 years experience as an electrician, or installing and servicing alarm/monitoring systems, or related field.

Computer/network knowledgeable.

Calibration experience desirable.

Sales Experience is a plus;

Marketing Concepts, People Management, Territory Management, Sales Planning,

Competitive Analysis, Understanding the Customer, Client Relationships, Creative Services.

#### MUST HAVES:

High school diploma or GED.

Current driver's license, a reliable vehicle with valid insurance and a good driving record.

Be able to pass initial & recurring drug testing, and background check.

#### TRAINING REQUIREMENTS:

Required to complete supervised in-house training as well as read and fully understand any pertinent training or department procedure manual. The technician will be required to be proficient on all systems maintained by Amega Scientific.