



Example of Capital Equipment Job Description

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Our company is growing rapidly and is looking to fill the role of capital equipment. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for capital equipment

- Maintains full ownership of the entire sales process, including collaboration with a Project Management and Service to manage customer logistics (e.g., IT, power, and architecture), drive change management of lab processes, implementation of instrument, and training
- Lead local area team in the identification and development of prospective customers, create demand, communicate medical, clinical and patient outcome benefits, deliver product information and demonstrations, prepare proposals and quotes within company guidelines
- Develop strong understanding of the competition to create compelling compare and contrast story at customer level
- Support our Business Development Team to secure design wins and assists in joint sales calls
- Proactively scope technical solution required to address customer requirements, assess customers' met and unmet needs, and recommend solutions that optimize value for both the customer and the business unit
- Assist in planning sales strategy
- Work with Business Development Managers to assess the sales pipeline to ensure appropriate and timely utilization of solution integration and design support
- Establish close technical relationship with customer accounts, build personal relationships to facilitate rapid resolution of customer issues and promote the highest levels of customer satisfaction
- Manage special projects and duties

Qualifications for capital equipment

- Bachelor's degree in Electrical Engineering, Mechanical Engineering, Business or Supply Chain required and/or equivalent experience or evidence of exceptional ability
- Automotive stamping experience preferred
- 2-3 years of experience within Design Assurance at a Medical Device company
- Capital equipment, hardware, and/or software product experience
- Problem solver with knowledge of problem solving tools, capable of facilitating problem solving process
- BA / BS in Life Sciences, biological areas, business or related discipline