

Job Posting Competition

Emsi Q2 2021 Data Set

May 2021

GeneCoda®



Raleigh, North Carolina

Parameters

Regions:

Code	Description
0	United States

Occupations:

Code	Description
41-4011	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

Skills (Has Any):

Results should Include any of the selected skills

Code	Skills (Has Any)
Hard Skill	Reagent

Minimum Experience Required: Any

Education Level:

Description
Bachelor's degree

Company Type:

Non-Staffing Companies

Keyword Search: reagent OR diagnostic

Timeframe: Jan 2021 - Apr 2021

Posting Lifespan: Any Duration

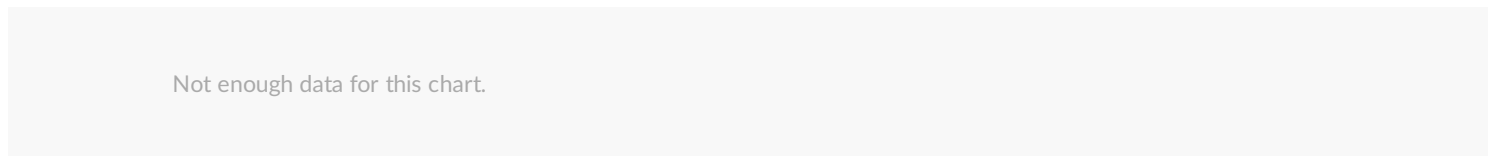
Job Postings Summary



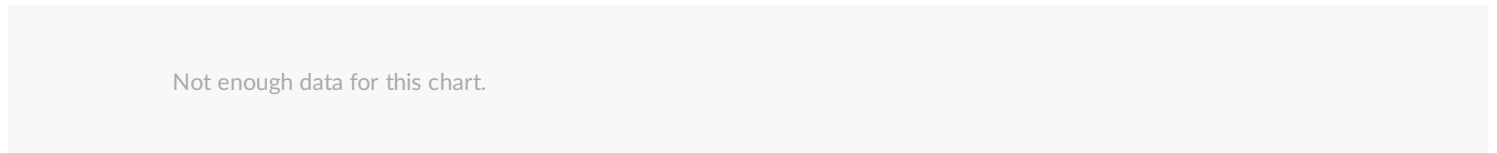
There were 166 total job postings for your selection from January 2021 to April 2021, of which 41 were unique. These numbers give us a Posting Intensity of 4-to-1, meaning that for every 4 postings there is 1 unique job posting.

This is close to the Posting Intensity for all other occupations and companies in the region (5-to-1), indicating that they are putting average effort toward hiring for this position.

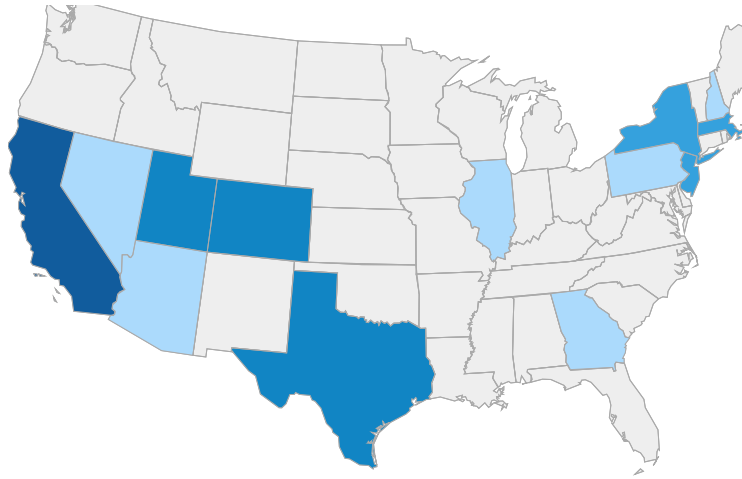
Advertised Salary



Advertised Wage Trend

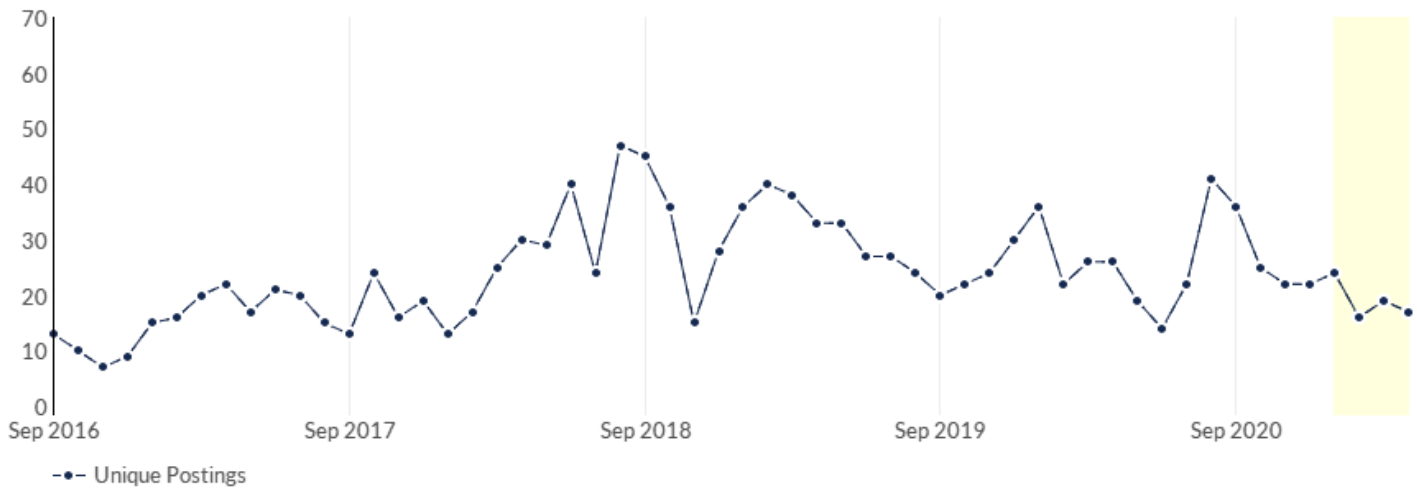


Job Postings Regional Breakdown



State	Unique Postings (Jan 2021 - Apr 2021)
California	19
Colorado	4
Texas	3
Utah	3
Massachusetts	2

Unique Postings Trend













Month	Unique Postings	Posting Intensity
Apr 2021	17	6 : 1
Mar 2021	19	5 : 1
Feb 2021	16	6 : 1
Jan 2021	24	4 : 1
Dec 2020	22	6 : 1
Nov 2020	22	7 : 1
Oct 2020	25	10 : 1
Sep 2020	36	10 : 1
Aug 2020	41	8 : 1
Jul 2020	22	5 : 1
Jun 2020	14	7 : 1
May 2020	19	6 : 1











Education & Experience Breakdown

Education Level	Unique Postings	% of Total	Minimum Experience	Unique Postings	% of Total
No Education Listed	0	0%	No Experience Listed	2	5%
High school or GED	0	0%	0 - 1 Years	5	12%
Associate's degree	0	0%	2 - 3 Years	25	61%
Bachelor's degree	41	100%	4 - 6 Years	9	22%
Master's degree	12	29%	7 - 9 Years	0	0%
Ph.D. or professional degree	22	54%	10+ Years	0	0%

Top Companies Posting

	Total/Unique (Jan 2021 - Apr 2021)	Posting Intensity	Median Posting Duration
Thermo Fisher Scientific Inc	81 / 16	5 : 1 	22 days
Perkinelmer, Inc.	22 / 11	2 : 1 	33 days
Leica Biosystems	4 / 3	1 : 1 	7 days
THE BINDING SITE CORPORATION LIMITED	2 / 2	1 : 1 	7 days
Danaher Corporation	5 / 1	5 : 1 	n/a
Benchmark Scientific, Inc.	1 / 1	1 : 1 	8 days
Becton, Dickinson and Company	11 / 1	11 : 1 	n/a
Life Technologies Corporation	7 / 1	7 : 1 	80 days
Regeneron Pharmaceuticals, Inc.	12 / 1	12 : 1 	54 days
Computer Measurement Group Inc	15 / 1	15 : 1 	n/a











Top Cities Posting

City	Total/Unique (Jan 2021 - Apr 2021)	Posting Intensity	Median Posting Duration
San Francisco, CA	26 / 6	4 : 1 	51 days
Denver, CO	5 / 4	1 : 1 	7 days
Salt Lake City, UT	17 / 3	6 : 1 	12 days
San Diego, CA	3 / 3	1 : 1 	4 days
San Jose, CA	9 / 3	3 : 1 	6 days
Atlanta, GA	7 / 1	7 : 1 	80 days
Austin, TX	7 / 1	7 : 1 	n/a
Berkeley, CA	2 / 1	2 : 1 	29 days
Boston, MA	3 / 1	3 : 1 	22 days
Cambridge, MA	1 / 1	1 : 1 	21 days

Top Posted Occupations

	Total/Unique (Jan 2021 - Apr 2021)	Posting Intensity	Median Posting Duration
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	166 / 41	4 : 1 	29 days

Top Posted Job Titles

	Total/Unique (Jan 2021 - Apr 2021)	Posting Intensity	Median Posting Duration
Discovery Specialists	26 / 8	3 : 1 	20 days
Technical Sales Specialists	26 / 5	5 : 1 	44 days
Cellular Technicians	8 / 5	2 : 1 	33 days
Instrument Sales Representatives	19 / 4	5 : 1 	21 days
Application Specialists	22 / 4	6 : 1 	7 days
Immunology Sales Specialists	3 / 2	2 : 1 	3 days
Field Applications Specialists	5 / 1	5 : 1 	n/a
Research Specialists	11 / 1	11 : 1 	n/a
Flow Cytometry Specialists	11 / 1	11 : 1 	n/a
Technology Specialists	12 / 1	12 : 1 	54 days

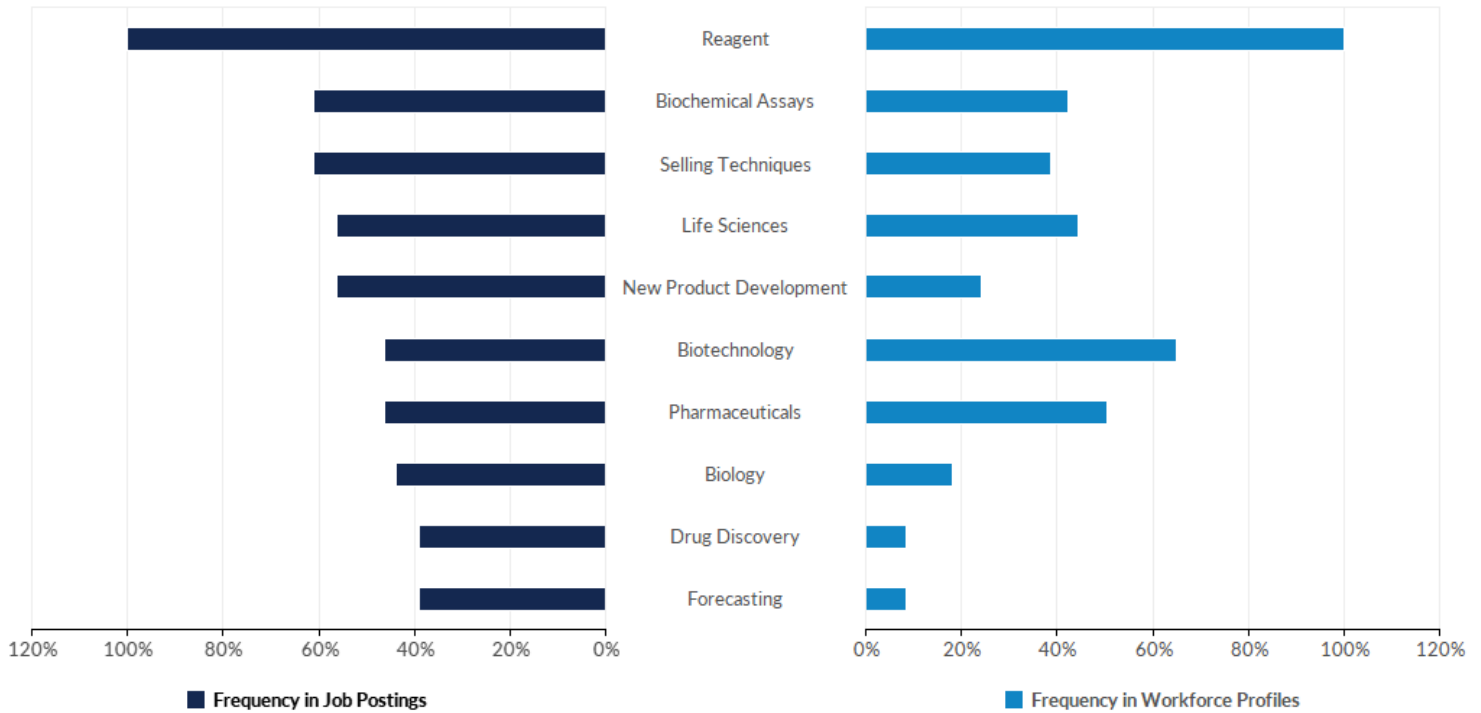
Top Industries

	Total/Unique (Jan 2021 - Apr 2021)	Posting Intensity	Median Posting Duration
Manufacturing	148 / 37	4 : 1 	29 days
Professional, Scientific, and Technical Services	2 / 2	1 : 1 	7 days
Other Services (except Public Administration)	15 / 1	15 : 1 	n/a

The following provides insight into the supply and demand of relevant skills by comparing the frequency of skills present in job postings against skills present in today's workforce. Along with Emsi's job posting analytics, this comparison leverages Emsi's dataset of more than 100M online resumés and profiles. All resumés and profiles used in these comparisons have been updated within the last three years.

*The skills associated with workforce profiles represent workers of all education and experience levels.

Top Hard Skills

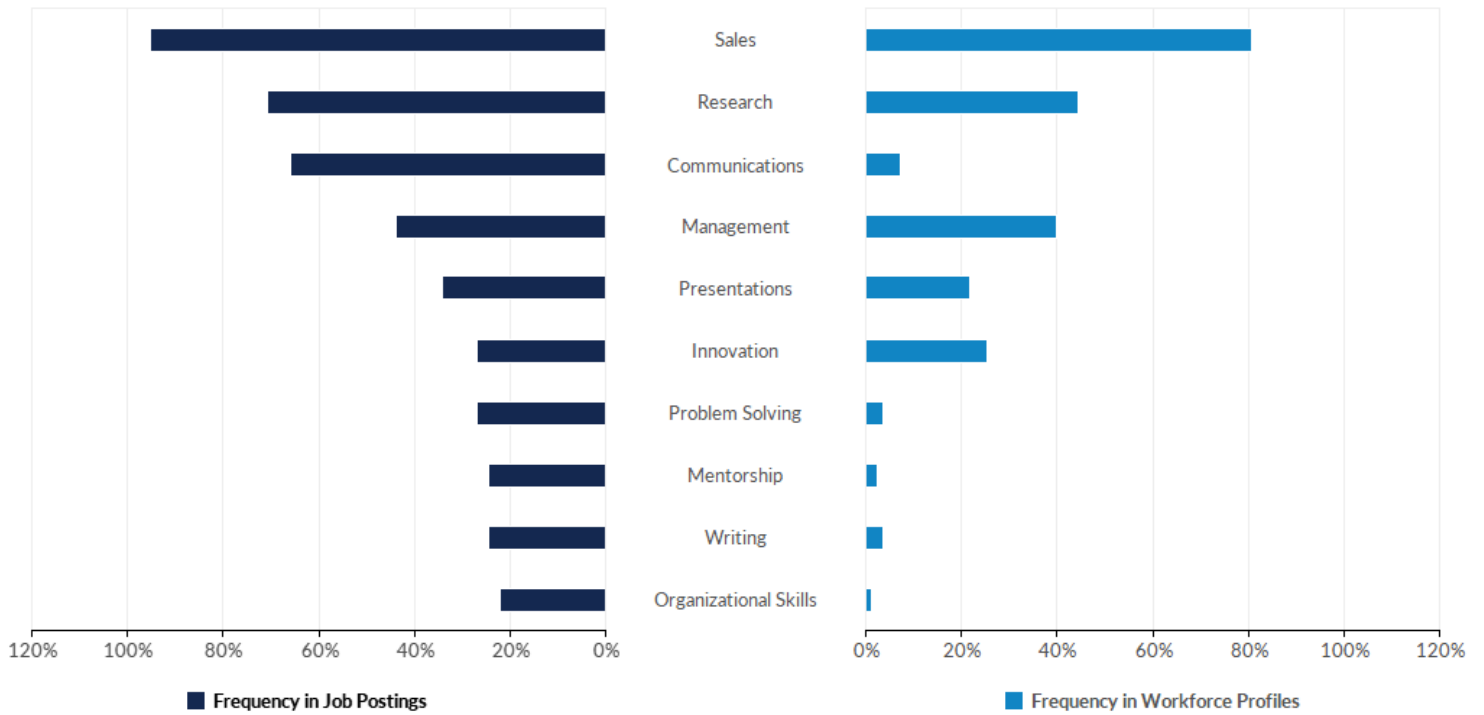


Top Hard Skills

	Frequency in Postings	Postings with Skill / Total Postings (Jan 2021 - Apr 2021)	Frequency in Profiles	Profiles with Skill / Total Profiles (2019 - 2021)
Reagent	100%	41 / 41	100%	83 / 83
Biochemical Assays	61%	25 / 41	42%	35 / 83
Selling Techniques	61%	25 / 41	39%	32 / 83
Life Sciences	56%	23 / 41	45%	37 / 83
New Product Development	56%	23 / 41	24%	20 / 83
Biotechnology	46%	19 / 41	65%	54 / 83
Pharmaceuticals	46%	19 / 41	51%	42 / 83
Biology	44%	18 / 41	18%	15 / 83

Drug Discovery	39%	16 / 41	8%	7 / 83
Forecasting	39%	16 / 41	8%	7 / 83

Top Common Skills



Top Common Skills

	Frequency in Postings	Postings with Skill / Total Postings (Jan 2021 - Apr 2021)	Frequency in Profiles	Profiles with Skill / Total Profiles (2019 - 2021)
Sales	95%	39 / 41	81%	67 / 83
Research	71%	29 / 41	45%	37 / 83
Communications	66%	27 / 41	7%	6 / 83
Management	44%	18 / 41	40%	33 / 83
Presentations	34%	14 / 41	22%	18 / 83
Innovation	27%	11 / 41	25%	21 / 83
Problem Solving	27%	11 / 41	4%	3 / 83
Mentorship	24%	10 / 41	2%	2 / 83
Writing	24%	10 / 41	4%	3 / 83
Organizational Skills	22%	9 / 41	1%	1 / 83

Top Qualifications

Postings with Qualification

Certified Nurse Practitioner	1
Master Of Business Administration (MBA)	2

Appendix A

Top Posting Sources

Website	Postings on Website (Jan 2021 - Apr 2021)
Nexxt.com	17
Gijobs.com	13
Careerarc.com	11
Dejobs.org	5
Jobmonkeyjobs.com	5
Worksourcewa.com	5
Perkinelmer.com	4
Prodivnet.com	4
Careerboard.com	3
Careerlink.com	3
Neuvoo.com	3
Usacares.org	3
Danaher.jobs	2
Glassdoor.com	2
Jobsaviator.com	2
Thermofisher.com	2
Workintexas.com	2
Bd-veterans.jobs	1
Bebec.com	1
Biospace.com	1
Bluecollarcrossing.com	1
Cmg.org	1
Denverrecruiter.com	1
Diversity.com	1
Employmentcrossing.com	1

Appendix B

Sample Postings

Product Specialists – AB Sciex LLC in Las Vegas, NV (Apr 2018 - Active)

Reagent Product Specialist

Link to Live Job Posting: www.bluecollarcrossing.com

Location: Las Vegas, NV

O*NET: 41-4011.00

Company: AB Sciex LLC

Job Title: Product Specialists

Job Details / **Reagent** Product Specialist Company name AB Sciex Pte. Ltd Location Las Vegas, NV Add Notes and save to manually apply Add to My Hotlist Apply for this job your email: upload resume: 1 hit(s) Profile To achieve Leica sales and profitability goals within key target accounts in an assigned territory, through the implementation of aggressive, direct end-user selling techniques of LBS Molecular Products ISH< HPV, XL FISH, Bond Breast Panel Antibodies and Novocastra branded (MANUAL) antibodies and **reagents** for Bond IHC platforms and non-Bond IHC Systems. Additional responsibilities include assisting ISS to sell PABs and drive total Advanced Staining revenue in their area of responsibility AND assisting the Cytogenetic team in selling Manual Kreatech Products Primary Responsibilities Achieve **Reagent** Sales Plan for ISH, HPV and XL FISH targets Expansion of ISH product usage within current BOND customer base Promotion and growth of customer base with ISH ASRs and XL FISH Probes as identified by leads and/or cold calls to targeted customers Achieve **reagent** sales plan Breast Panel Pabs Expansion of product usage within current BOND customer base Promotion and growth of customer base with new Achieve annual growth revenue targets Breast panel customers as identified by leads and/or cold calls Achieve **reagent** sales plan NCL Manual products Expansion of product usage within current NCL customer base Promotion and growth of NCL Manual products in new Competitive IHC customers as identified by leads and/or cold calls to targeted customers. Present LBS Molecular products to targeted customers at major academic centers (clinical and research labs), large hospitals and regional reference labs. Achieve overall monthly, quarterly, annual sales goals for the assigned territory. Monitor and report on new product customer needs and requirements, opportunities and competitive activities Prepare and track sales forecasts for Molecular products and Breast Panel in assigned territory Work closely with Cytogenetics team to achieve Kreatech Manual product goals Provide leads as appropriate to help LBS grow in Cytogenetics labs Support company exhibitions at key North American meetings when requested Qualifications At least 3 years of successful sales of **diagnostic** products with 1.5 years of experience selling molecular **diagnostics** (having laboratory and/or selling experience of FISH or IHC products) preferred. Successful, large account management experience to include academic centers, large hospitals and independent reference labs preferred. Experience with management of a relatively large territory preferred. Demonstrated knowledge of molecular **diagnostics** and regulatory principles. Strong organizational skills, independent, self-motivational person willing to travel the majority of time Excellent written and verbal communication, presentation and intrapersonal skills Know how to build relationships at all levels and disciplines including: pathologists, lab managers, key research people, purchasing people, lab technicians. Experienced with Microsoft office products and sales territory management software Education BS Degree in biological Science or equivalent required; MBA preferred Travel (required estimated % of time) ~70% Danaher Corporation Overview Danaher is a global science & technology innovator committed to helping our customers solve complex challenges and improve quality of life worldwide. Our world class brands are leaders in some of the most demanding and attractive industries, including life sciences, medical **diagnostics**, dental, environmental and applied solutions. Our globally diverse team of 62,000 associates is united by a common culture and operating system, the Danaher Business System, which serves as our competitive advantage. We generated \$16.9B in revenue last year. We are ranked #133 on the Fortune 500 and our stock has outperformed the S&P 500 by more than 1,300% over 20 years.

At Danaher, you can build a career in a way no other company can duplicate. Our brands allow us to offer dynamic careers across multiple industries. We're innovative, fast-paced, results-oriented, and we win. We need talented people to keep winning. Here you'll learn how DBS is used to shape strategy, focus execution, align our people, and create value for customers and shareholders. Come join our winning team.

Organization :

Leica Biosystems Job Function :

Sales Schedule :

Full-time Company info AB Sciex Pte.

Ltd Website :

<http://sciex.com> Company Profile SCIEX is dedicated to placing the power of life-changing answers into the hands of those who care, everywhere. SCIEX provides integrated, reliable analytical tools to advance scientific understanding and safeguard health. The company's technology leadership spans across 40 years of innovations in state-of-the-art instrumentation, workflow solutions and support for mass spectrometry and separations science. Our broad portfolio of scientific analytical tools include innovative instrument systems, intuitive software, pre-packaged methods and chemistry reagents -- all of which are part of workflows that reduce complexity and accelerate results. These tools apply mass spectrometry technologies to enable scientists to conduct quantitative and qualitative analysis across a wide range of applications. We have a long history of developing first-of-its-kind products, demonstrating our ability to continue innovating for the scientific community: Supporting these tools are our services, which are among the most comprehensive for the markets we serve.

Similar Jobs:

Discovery Specialists – Perkinelmer, Inc. in San Jose, CA (Mar 2021 - Active)

Discovery Reagent Sales Specialist - San Francisco

Link to Live Job Posting: jobs.perkinelmer.com

Location: San Jose, CA

O*NET: 41-4011.00

Company: Perkinelmer, Inc.

Job Title: Discovery Specialists

Discovery **Reagent** Sales Specialist - San Francisco San Jose, California | San Francisco, California Apply Now

- Overview
- Success Profile
- Trending
- Rewards
- Responsibilities As a worldwide pioneer of scientific technologies, we provide our customers with advanced detection, imaging, software and services solutions.

And it takes a motivated, highly skilled Sales team to make sure those tools get in the hands of the people we can help. Add your consultative approach and experience selling capital equipment to our team, driving product and service transactions to achieve success - and better the world. Success Profile We have found that the following traits and attributes help lead to a successful future in sales at PerkinElmer.

- Good Listener
- Strategic
- Problem-solver
- Mediator
- Results-Driven
- Quick-thinking Trending
- America's Most Responsible Companies 2021 PerkinElmer named one of America's Most Responsible Companies by Newsweek Learn More »
- Core Values At PerkinElmer, our mission is to innovate for a healthier world, and it starts with our exceptional employees. Learn More » Rewards
- Rewards may differ based on the location.

Medical, Dental and Vision Healthcare FSA Dependent Care FSA Health and Wellness Programs Employer Matching 401(k) Tuition Reimbursement Professional Development Maternity and Paternity Leave Paid Holidays and Sick Days Life and Disability Insurance Work/Life Balance Responsibilities Location(s) San Jose, California, San Francisco, California Status Regular Job

ID JR-019083

Discovery **Reagent** Sales Specialist - San Francisco proper, S.F. East Bay, and San Jose. Job Overview We are looking for someone with drive, passion, and a competitive spirit to be part of PerkinElmer's commercial team. This role will specialize in sales and support of our Discovery **Reagents** products and services. The candidate should understand customer needs in the drug discovery process and in therapeutic-area research. We are looking for a team player with a passion to win. The territory for this position is the San Francisco proper, S.F. East Bay, and San Jose. The territory is also assigned the state of Texas. What We Provide PerkinElmer provides our customers with critical knowledge, expertise and innovative detection, imaging, software, and services solutions so that they can make better decisions for better outcomes. At PerkinElmer, we make a difference everyday - helping scientists, clinicians and governments detect earlier and more accurately to improve the health and safety of people and the environment. Our solutions range from enabling the discovery of more effective **diagnostics** and therapies, to making sure that the food we eat, the water we drink, and our environment are safe from contaminants. The Discovery **Reagents** Team PerkinElmer's Discovery **Reagents** team services the Pharmaceutical, Academic,

Biotechnology, and CRO end markets. Solutions include Alpha, Cisbio

HTRF, LANCE

TR-FRET, and

DELFI A

wide array of microplates, Lites Luciferase reagents, and Western Lightning Western Blot reagents.

Job Responsibilities:

Complete Territory Management:

Manage all business activity for the assigned products and services in the assigned territory.

- Business Reviews with the Regional Manager.
- Ability to plan and maintain an accurate territory forecast.
- Build long-term relationships with customers, including key opinion leaders.
- Make existing and new customers aware of product initiatives.
- Organize and promote events at customer sites to market products and services.
- Participate in tradeshow/exhibitions/conferences.
- Build long-term account strategies to grow business within the territory.
- Coordinate with PerkinElmer Product Management to identify, communicate, and incorporate new product enhancements.
- Work with other sales teams and business functions to promote PerkinElmer solutions.

Basic Qualifications:

- BS in the life sciences
- 5+ years in a laboratory setting performing drug discovery research, HTS, immunoassays and assay development

Preferred Qualifications:

- PHD Preferred
- Experience with PerkinElmer and/or Cisbio reagents is preferred.
- Prior sales experience is a plus, but not mandatory (alternative experience may include Field Applications, Project/Product management, Marketing, or other functions in the Life Science Market)
- Strong communication skills, including writing emails (internal/external), effective communication in person and on the phone.
- Capacity to effectively provide consultation.
- Ability to work well cross-functionally and with a variety of business functions.
- Passion to stay current with new technologies and applications in the life science market
- Overnight travel for sales calls, conferences, and required training and sales meetings (about 15% travel).

#LI-J PerkinElmer is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability status, age, or veteran status or any other characteristics protected by applicable law. PerkinElmer is committed to a culturally diverse workforce. Check out this location Find out what it's like to live and work in San Jose, CA.

Product Specialist Immunohistochemistry Reagents

Link to Live Job Posting: Posting is no longer active

Location: Richmond, IL

O*NET: 41-4011.00

Company: Leica Biosystems

Job Title: Chemistry Specialists

Back Posted:

Dec 27 2020 Back to search Product Specialist Immunohistochemistry **Reagents**

- Washington , United States Other jobs >> General Negotiable Permanent Leica Biosystems [

INS:

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INS] L Description Nearly every one of us has been impacted by cancer in some way. When you join Leica Biosystems, you re helping make a difference in advancing cancer **diagnostics**. Join our global team and help us transform the industry! We are looking for a Product Specialist to develop and execute a successful sales strategy for rapid revenue growth of LBS molecular immunohistochemistry **reagents**. Expand key account menu and assist in acquiring new key customers and expanding business in current accounts through differentiating the Leica **reagent** product portfolio. This territory will consist of heavy travel across the East region. All the responsibilities we will trust you with: Achieve monthly, quarterly, and annual **reagent** sales goals Expand molecular immunohistochemistry product usage within current BOND customer base; grow customer base in prospective target accounts Effectively differentiate our **reagent** portfolio vs the competition Clearly communicate complex and technical information to a variety of stakeholders Serve as technical expert for respective product line Maintain current knowledge of competition and market through study of competitive marketing information, competitive literature, and field surveillance of competition Your areas of knowledge and expertise that matter most for this role:

BA/BS Degree Experience/ Skills:

Minimum 3 years relevant sales and technical experience (immunohistochemistry) Prior **Diagnostics** Life Science and/or Pathology experience Experience with Microsoft Office including

Word, Excel, PowerPoint and Outlook Internal Candidate Requirements:

Promotion - P2 GCRF level applicant: o Perform 90%+ to quota 2 out of 3 years (Within year is year to date) o 18 months in role (or business justification) Lateral Move - P3 GCRF level applicant: o Perform 85%+ to quota year to date o 18 months in role (or business justification) o Requires Sales Director approval

Desired Education, Experience, Skills Education:

PhD / Degree in Life Sciences or Master s Degree in

Business/MBA Professional Experience:

Experience with or other CRM Check out our benefits here: This job description in no way states or implies that these are the only duties to be performed by this employee. The incumbent is expected to perform other duties necessary for the effective operation of the department or unit. This job description may be changed at any time. Diversity & Inclusion At Danaher, we are dedicated to building and

sustaining a truly diverse and inclusive culture. These are not just words on a page Diversity and Inclusi is a top priority for the company, and it ties deeply to each of our core values. Danaher Corporation and all Danaher Companies are equal opportunity employers that evaluate applicants without regard to race, color, national origin, religion, sex, age, marital status, disability, veteran status, sexual orientation, gender identity, or other characteristics protected by law. Danaher Corporation and all Danaher Companies are equal opportunity employers that evaluate qualified applicants without regard to race, color, national origin, religion, sex, age, marital status, disability, veteran status, sexual orientation, gender identity, or other characteristics protected by law. The EEO is the Law poster is available here. Show more>Show less [

INS:

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- No. of positions available
- : 1

Salary:

Negotiable

Experience:

None

Education:

None

Post Date:

December 27, 2020

- Job id.: Re-100052

Position Type:

Permanent

Applicants:

0

Views:

1

Share:

Find us at: Never provide bank account, credit card details or any other financial information, or make any form of payment, when applying for a job. If you are ever asked to do this by a recruiter on Pure Jobs please click the Report button or contact us with the advertiser's company name and the title of the job vacancy. You should not send any money to anyone. A genuine employer with a job offer would never ask you to do this.

Related Search:

Cellular Imaging Reagents Sales Specialist

Link to Live Job Posting: Posting is no longer active

Location: Denver, CO

O*NET: 41-4011.00

Company: Perkinelmer, Inc.

Job Title: Cellular Technicians

Share This Save job Job Overview We are looking for someone with drive, passion, and a competitive spirit to be part of PerkinElmer's commercial team. This is a sales role for our cellular imaging **reagents** and microplates specialized for cellular imaging. With a focus on in vivo and in vitro imaging applications, the ideal candidate should possess an understanding of optical, fluorescent, and luminescence-based chemistries and detection. In support of our in vitro imaging systems, a broad knowledge of various microplates is preferred as well. The candidate should understand customer needs in the drug discovery process. We are looking for a team player with a passion to win. The territory for this position is the Western United States and Western Canada. What We Provide PerkinElmer provides our customers with critical knowledge, expertise and innovative detection, imaging, software, and services solutions so that they can make better decisions for better outcomes. At PerkinElmer, we make a difference everyday - helping scientists, clinicians and governments detect earlier and more accurately to improve the health and safety of people and the environment. Our solutions range from enabling the discovery of more effective **diagnostics** and therapies, to making sure that the food we eat, the water we drink, and our environment are safe from contaminants. The Discovery **Reagents** Team PerkinElmer's Discovery **Reagents** team services the Pharmaceutical, Academic, Biotechnology, and CRO end markets. In the role as the Cellular Analysis Sales **Reagents** Sales Specialist, you will focus on **reagents** and microplates specialized for cellular imaging and analysis.

Job Responsibilities:

Complete Territory Management:

Manage all business activity for the assigned products and services in the assigned territory.

- Business Reviews with the Regional Manager.
- Ability to plan and maintain an accurate territory forecast.
- Build long-term relationships with customers, including key opinion leaders.
- Make existing and new customers aware of product initiatives.
- Organize and promote events at customer sites to market products and services.
- Participate in tradeshows/exhibitions/conferences, both in-person and virtual/video.
- Build long-term account strategies to grow business within the territory.
- Coordinate with PerkinElmer Product Management to identify, communicate, and incorporate new product enhancements.
- Work with other sales teams and business functions to promote PerkinElmer solutions. Basic Qualifications
- BS in the life sciences
- 5 years' experience in sales and/or research

Preferred Qualifications:

- PhD preferred
- Prior sales experience is a plus, but not mandatory (alternative experience may include Field Applications, Project/Product management, Marketing, or other functions in the Life Science Market)
- 3+ years in a laboratory setting performing drug discovery research, cell-based assays, cellular imaging assays and analysis.
- Experience with in-vivo and in-vitro imaging **reagents**.
- Should have strong communication skills, including writing emails (internal/external), effective communication in person and on the phone.
- Capacity to effectively provide consultation.
- Ability to work well cross-functionally and with a variety of business functions.
- Passion to stay current with new technologies and applications in the life science market is essential.
- Experience selling remotely with the use of virtual presentations (MS Team, Webex, etc).
- Overnight travel for customer visits, sales meetings, conferences, and training are required (about 35% travel).
- Nothing in this job description restricts management's right to assign or reassign duties and responsibilities of this job at any time PDN-926a85ab-2b67-4ac8-9d28-7e2d3ac71682

Cellular Technicians — Perkinelmer, Inc. in San Jose, CA (Mar 2021 - Mar 2021)

Cellular Imaging Reagents Sales Specialist

Link to Live Job Posting: Posting is no longer active

Location: San Jose, CA

O*NET: 41-4011.00

Company: Perkinelmer, Inc.

Job Title: Cellular Technicians

Share This Save job Job Overview We are looking for someone with drive, passion, and a competitive spirit to be part of PerkinElmer's commercial team. This is a sales role for our cellular imaging reagents and microplates specialized for cellular imaging. With a focus on in vivo and in vitro imaging applications, the ideal candidate should possess an understanding of optical, fluorescent, and luminescence-based chemistries and detection. In support of our in vitro imaging systems, a broad knowledge of various microplates is preferred as well. The candidate should understand customer needs in the drug discovery process. We are looking for a team player with a passion to win. The territory for this position is the Western United States and Western Canada. What We Provide PerkinElmer provides our customers with critical knowledge, expertise and innovative detection, imaging, software, and services solutions so that they can make better decisions for better outcomes. At PerkinElmer, we make a difference everyday - helping scientists, clinicians and governments detect earlier and more accurately to improve the health and safety of people and the environment. Our solutions range from enabling the discovery of more effective diagnostics and therapies, to making sure that the food we eat, the water we drink, and our environment are safe from contaminants. The Discovery Reagents Team PerkinElmer's Discovery Reagents team services the Pharmaceutical, Academic, Biotechnology, and CRO end markets. In the role as the Cellular Analysis Sales Reagents Sales Specialist, you will focus on reagents and microplates specialized for cellular imaging and analysis.

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- Build long-term account strategies to grow business within the territory.
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- Experience with in-vivo and in-vitro imaging reagents.
- Should have strong communication skills, including writing emails (internal/external), effective communication in person and on the phone.
- Capacity to effectively provide consultation.
- Ability to work well cross-functionally and with a variety of business functions.
- Passion to stay current with new technologies and applications in the life science market is essential.
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- Overnight travel for customer visits, sales meetings, conferences, and training are required (about 35% travel).
- Nothing in this job description restricts management's right to assign or reassign duties and responsibilities of this job at any time PDN-926a85ab-2271-4ed5-b645-a515d00be2e7

Appendix C - Data Sources and Calculations

Emsi Job Postings

Job postings are collected from various sources and processed/enriched to provide information such as standardized company name, occupation, skills, and geography.

Occupation Data

Emsi occupation employment data are based on final Emsi industry data and final Emsi staffing patterns. Wage estimates are based on Occupational Employment Statistics (QCEW and Non-QCEW Employees classes of worker) and the American Community Survey (Self-Employed and Extended Proprietors). Occupational wage estimates also affected by county-level Emsi earnings by industry.

State Data Sources

This report uses state data from the following agencies: Alabama Department of Industrial Relations; Alaska Department of Labor and Workforce Development; Arizona Department of Administration, Office of Employment and Population Statistics; Arkansas Department of Workforce Services; California Labor Market Information Department; Colorado Department of Labor and Employment; Connecticut did not provide us with a data source; Delaware Office of Occupational and Labor Market Information, Delaware Wages 2004; District of Columbia Department of Employment Services; Florida Department of Economic Opportunity; Georgia Department of Labor, Workforce Information and Analysis, Occupational Information Services Unit; Hawaii Department of Labor and Industrial Relations, Research and Statistics Office; Idaho Department of Labor; Illinois Department of Employment Security, Employment Projections; Indiana Department of Workforce Development; Iowa Workforce Development; Kansas Department of Labor, Labor Market Information Services, Kansas Wage Survey; Kentucky Office of Employment and Training; Louisiana Department of Labor; Maine did not provide us with a data source; Maryland Department of Labor, Licensing and Regulation, Office of Labor Market Analysis and Information; Massachusetts Executive Office of Labor and Workforce Development; Michigan Department of Labor and Economic Growth, Bureau of Labor Market Information and Strategic Initiatives; Minnesota Department of Employment and Economic Development; Mississippi Department of Employment Security; Missouri Department of Economic Development; Montana Department of Labor and Industry, Research and Analysis Bureau; Nebraska Workforce Development; Nevada Department of Employment, Training and Rehabilitation, Information Development and Processing Division, Research and Analysis Bureau; New Hampshire Department of Employment Security; New Jersey Department of Labor and Workforce Development; New Mexico Department of Labor, Bureau of Economic Research and Analysis; New York Department of Labor, Division of Research and Statistics; North Carolina Department of Commerce, Labor and Economic Analysis Division; North Dakota Job Service, Labor Market Information Center; Ohio Department of Job and Family Services, Labor Market Information Division; Oklahoma Employment Security Commission; Oregon Employment Department, Oregon Labor Market Information System; Pennsylvania Department of Labor and Industry, Center for Workforce Information and Analysis; Rhode Island did not provide us with a data source; South Carolina Employment Security Commission, Labor Market Information Department; South Dakota Department of Labor, Labor Market Information Division; Tennessee Department of Labor and Workforce Development, Research and Statistics Division; Texas Workforce Commission; Utah Department of Workforce Services; Vermont did not provide us with a data source; Virginia Employment Commission, Economic Information Services; Washington State Employment Security Department, Labor Market and Economic Analysis Branch; West Virginia Bureau of Employment Programs, Research Information & Analysis Division; Wisconsin Department of Workforce Development, Bureau of Workforce Information; Wyoming Department of Employment, Research and Planning