

## OVERVIEW

Milestone is a privately own company founded in the 1989 actives in the scientific instrumentation market (<https://www.milestonesrl.com/>). The company focus has always been in sample preparation, initially only for elemental analysis with microwave digestion systems and then chromatography throughout a sample preparation line dedicated to extraction and synthesis. Today the extraction line extend its market to small and medium size processors in the food and botanical industries.

Milestone counts on over 20.000 units installed worldwide, multiple international direct offices and a solid network of partners in over 80 countries. With a strong attitude toward innovation and new technologies Milestone offer state-of-the-art technologies. Our latest research and interest are into the life science market for which we have developed a dedicated and unique solution.

## ROLE AND RESPONSABILITIES

The continuous growth of the product portfolio as well as the professional growth, within the company, of the dedicated persons has resulted in the newly created Product Specialist position to be integrated into the Milestone Application Team. This new role will cover existing areas as well as the brand-new life science market.

The Product Specialist will be the main reference contact for the following areas:

- Microwave synthesis
- Extraction of natural products
- Life science

Microwave synthesis and extraction of natural products are already present in our product portfolio with a great expansion over the last years. The life science product is a new addition to our portfolio.

The Product Specialist will be supported and guided by the Application, Marketing and Sales teams. Over the first few months the new hire will be able to gain experience and knowledge through market exposure and cooperation with groups active in these areas. Moreover, he/she will gain experience throughout an internal training.

### Personal skills

- Degree or PhD in organic chemistry related sciences
- Knowledge on solid-phase synthesis protocols
- Experience on synthesis of oligonucleotide and/or peptide
- Good interpersonal skills
- Ability to work in team
- Good accountability
- Goal oriented
- Good English (spoken and written)
- Use of the office suite
- Willingness to travel internationally

The role of the Product Specialist will involve:

- Understanding these markets and the customer's applications
- Being able to perform a successful demonstration
- Learn and gather information on the competitors
- Create partnership with reference users
- Have a sales-oriented approach

- Cooperate with the sales and marketing teams to create sales strategies and sales supporting materials
- Identify and attend to relevant conferences/ exhibitions in these areas
- Present and create technical-sales speech for seminar or webinar
- Visit prospects, representatives, or users in Italy and internationally