

Lab Representative (Sales Representative & Sampling Technician)



Location:

Based between Jizan and Aseer Region, Saudi Arabia

Reporting to:

The Environment and Food Laboratory in Riyadh

Job Type:

Full-time

Job Summary:

We are seeking a motivated and dynamic individual to join our team as a Sales Representative & Sampling Technician for our Environmental and Food Testing Laboratory based in Riyadh. The ideal candidate will be responsible for expanding our client base in the Jizan and Aseer regions while also performing on-site sampling for environmental and food testing as per laboratory protocols.

Key Responsibilities:

❖ Sales & Client Relationship

- Promote laboratory testing services (environmental, food, water, etc.) to companies, factories, municipalities, and other potential clients in the Jizan and Aseer.
- Identify and develop new business opportunities and sales leads.
- Prepare and deliver sales presentations to potential clients.
- Maintain regular contact with existing clients to ensure satisfaction and repeat business.
- Achieve monthly and quarterly sales targets.
- Provide feedback to management regarding market trends and customer needs.

❖ **Sampling & Field Work**

- Perform environmental and food sampling as per laboratory procedures (e.g., water, soil, air, food products, etc.).
- Ensure proper handling, labeling, and transportation of samples to the laboratory in Riyadh.
- Maintain chain of custody and documentation for all collected samples.
- Follow health, safety, and hygiene guidelines during sampling activities.
- Communicate effectively with clients during sampling visits and address any on-site concerns.

Qualifications:

- Diploma or Bachelor's Degree in Environmental Science, Food Science, Chemistry, Biology, or related field.
- Proven experience in sales, preferably in laboratory services or industrial sectors.
- Basic knowledge of environmental and food sampling procedures (training will be provided).
- Strong communication and negotiation skills.
- Valid Saudi driving license (mandatory).
- Arabic and English speaker.