



Business Development Representative, Tempe AZ

Your future is bright at AGAT!

At AGAT Laboratories, we are the next step in your career! By joining AGAT, you become part of a dynamic, purpose-driven team that fosters innovation, collaboration, and personal growth. Our dedicated professionals come together every day with passion and determination, leveraging cutting-edge science to deliver solutions that drive progress and create a more sustainable, healthier world.

What you will be doing:

- Serve as the primary point of contact for client inquiries, delivering prompt and thorough responses.
- Build and nurture strong client relationships through regular communications, including meetings, emails, and calls.
- Collaborate with the Sales team to align testing solutions with client needs.
- Manage customer expectations, ensuring accurate and timely project delivery.
- Coordinate logistics, sampling, reporting, and invoicing for client projects.
- Liaise with laboratory and operations teams to ensure smooth project workflows.
- Maintain comprehensive documentation for orders, quotes, and follow-ups.
- Assist the Accounting team with client collections and billing inquiries.
- Identify and escalate client feedback or opportunities to management for continuous improvement.
- Perform administrative tasks and support the broader team as required.

What you bring to the table:

- A Bachelor's degree or equivalent experience/education.
- Proven customer service experience with a team-focused mindset.
- Proficiency in Outlook, Microsoft Office (especially Excel), and Laboratory Information Management Systems (LIMS).
- Strong verbal and written communication skills, with a confident and professional phone manner.
- Excellent organizational and time management abilities, with attention to detail.
- Problem-solving skills and the ability to handle multiple priorities in a fast-paced environment.

Why Join Us?

At AGAT Laboratories, we recognize and value our employees by offering a competitive benefits package, including:

- Comprehensive health, dental, and vision care.
- Paid vacation and flexible sick time.
- Employee Assistance Program (EAP).
- Long-term disability and life insurance.
- Professional development opportunities.

Who We Are:

Service Beyond Analysis

www.agatlabs.com



Laboratories

AGAT Laboratories is a premier full-service laboratory operating at the cutting edge of science and innovation across North America. Our expertise spans geochemistry, biochemistry, chemistry, microbiology, geology, and engineering, enabling us to deliver comprehensive analytical solutions. These services drive progress in industries such as Mining, Environmental, Energy, Transportation, Industrial, Agri-Food, and Life Sciences.

We pride ourselves on our state-of-the-art technology, diverse expertise, and commitment to providing precise, timely, and reliable results. Beyond our technical excellence, AGAT Laboratories believes in the power of strong client relationships, fostering trust and collaboration to ensure mutual success.

Our Commitment to Community and Philanthropy:

At AGAT, we strive not only to advance science but also to make a positive impact in our communities. The AGAT Foundation is at the heart of our philanthropic efforts, supporting initiatives that improve education, environmental stewardship, and community well-being.

Through partnerships with local organizations, volunteer activities, and donations, the AGAT Foundation champions programs that inspire future generations, promote sustainable practices, and provide support to those in need. Whether funding scholarships, participating in environmental cleanups, or supporting health and wellness initiatives, AGAT is deeply invested in giving back.

Our work extends beyond the laboratory—we're committed to creating a brighter future for our employees, clients, and the communities we serve.

Join AGAT Laboratories to be part of an organization that values not just scientific innovation but also meaningful connections and lasting contributions to society.

Inclusion and Diversity:

AGAT Laboratories is an equal opportunity employer, committed to fostering an inclusive and barrier-free workplace. If you require accommodation during any stage of the recruitment process, please inform us confidentially, and we will work to meet your needs.

Thank You for Your Interest:

We appreciate the time and effort of every applicant. Only those selected for interviews will be contacted.