

Sales Manager

Our company is a leader in the emerging life science research of novel protein production platform and ubiquitin pathway drug discovery technologies. We market discovery tools and consumable research kits to academic, government and commercial laboratories worldwide in a mix of product categories in the field of biochemistry, cell biology, immunology, neurobiology, molecular biology, drug discovery, high throughput screening and related disciplines.

We are looking for a 'hands-on' Sales Manager for an emerging leader in the life science laboratory consumables market.

Responsibilities:

- Responsible for communicating regularly with academic, biotech and pharma companies.
- Assist directors to develop and implement short term and long term sales & marketing strategies and to achieve sales goals with a focus on profitable sales growth and the promotion of new products.
- Demonstrate technical marketing skills and knowledge in life science products.
- Develop an annual sales plan in conjunction with the marketing department. The plan is to align with products launches and revenue goals established by management.
- Create buzz about novel products and technologies to provide robust communication channels and rich content that can be accessed from multiple platforms by customers.
- Work with sales colleagues to Identify, develop and strategically grow key sales opportunities in the major scientific centers in government, biotech, and pharma research laboratories.
- Effectively use customer data, to achieve Sales and Marketing goals.
- Work with management to develop and execute new product/service launches, rich web content and promotional plans for existing and new product lines.

Requirements:

- Must have excellent organization and communication skills plus willing to travel as needed
- Life Science background and experience in research labs is necessary but not essential.
- 0-10+ years prior experience in sales, marketing, product management or customer service in life science research products industry is beneficial.
- Must have demonstrable, strong technical knowledge of, or laboratory experience with, current trends, practices, concepts and techniques in the life science.
- Knowledge of marketing, sales and financial principles.
- Minimum Bachelor's degree (BA/BS) in life sciences required.
- Experience coordinating and implementing global promotional campaigns, brand recognition, product launch, and strategic marketing plans.

In addition to competitive salary we offer an attractive benefits package which includes, Medical, dental, and vision coverage. Tax-effective reimbursement accounts for child care and medical expenses, Retirement Savings Plan with a company match, 10 days annual vacation, 10 paid holidays each year, 5

paid sick days per year, Retirement Savings Plan with a company match. Bonus and Life Insurance programs.