

Job Opportunity Notice



Job Title:	Reagents Inside Sales Representative	Posting Date:	10/29/2021
Work Location:	Remote - Massachusetts		
Department:	Sales		
Reports to:	Technical Sales Manager	FLSA Status:	Exempt

Summary:

This is an exciting opportunity to join a fast growing, innovative and customer focused company. Advanced Instruments is the leading supplier of osmometers and single cell imaging instrumentation, which are utilized throughout the entire bioprocessing continuum from early process development to commercial GMP manufacturing of biotherapeutic drugs.

The Reagents Inside Sales Representative will be responsible for further solidifying our strong position in key biopharma accounts in North America, as well as developing a sales strategy to penetrate the rapidly growing cell and gene therapy accounts.

The Sales Representative is responsible for selling the Advanced Instruments (AI) Biotech Reagent’s product line within the defined territory. This includes InstiGRO, InstiSHAKE, InstiTHAW, MatriClone, and future development reagents. The primary objective of this role is to ensure that sales objectives are met or exceeded within acceptable profit goals. The Reagent Inside Sales Representative will also work directly with existing & new customers to identify their needs, understand their application methodology, and apply this knowledge to offer an AI solution. They will be expected to build a strong partnership with product management and marketing business units, in addition to building high-level relationships with key customers to enable key account expansion and rapid new product introduction into existing and new accounts.

The successful candidate will possess strong organizational and time management skills. They will be self-motivated, energetic, charismatic, adaptable to change and have a willingness to learn. They will also have a high level of commitment and initiative, a desire to make a difference and be a proven team player.

Essential Functions:

1. Responsible for all aspects of the sale including lead qualification, quotations, negotiations, and post-sale follow up.
2. Achieves sales plan.
3. Initiate outbound calling plan to generate product interest.
4. Maintains a high level of consultative sales skills, product and application methodology knowledge with associated features and benefits required to convert customer needs to sales.
5. Develops and maintains effective time and account management practices.
6. Maintains accurate and timely data in the CRM.
7. Responsible for providing regular and accurate forecast information for the territory in the CRM.
8. Participates in or supports local, regional and national shows as requested.
9. Builds relationships with procurement departments to streamline the approval processes.
10. Develops key internal relationship with Marketing to ensure collaboration and alignment for effective selling strategies.
11. Responds to problems or complaints that arise in accounts, either by personal action or by securing the assistance and support from others in the organization; works as a liaison for reporting customer complaints.
12. Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales opportunities.
13. Completes all reports and customer information effectively and consistently as deemed necessary by the company.
14. Gives feedback to management regarding new potential applications or competition in the marketplace.
15. Ability to travel, sometimes on short notice.
16. Maintain product knowledge, competitive awareness and a customer driven focus.

Job Opportunity Notice

17. Contribute to a professional sales atmosphere through positive interaction with sales staff, internal departments, and customers.

Experience Requirements:

1. Minimum two years sales experience.
2. Technical experience preferred.
3. Excellent planning, organizational, and prioritization skills.
4. Well-developed PC/MAC skills including: MS Windows, MS Excel, Word and PowerPoint, as well as experience with a CRM.
5. Possess a valid driver's license and ability to travel.
6. Ability to manage accounts while also managing costs and risks.
7. Ability to effectively communicate (orally and written) both technical and non-technical topics.
8. Strong presentation skills demonstrated before customer, peers, and senior management.
9. Ability to recognize and manage potential problem areas and resolve them with integrity.

Education Requirements:

1. Degree in Sciences, preferably Life Sciences, or equivalent combination of education and experience.

Physical Requirements and Working Conditions:

1. Typical office environment.
2. Must be able to use basic office equipment: computer, printer, copier, telephone, etc.
3. Must be able to remain stationary for long periods of time.
4. Must be capable of communicating with stakeholders through various means.

Application Process:

Interested candidates should send their resume to:

Advanced Instruments, LLC
2 Technology Way
Norwood, MA 02062
jobs@acompanies.com

Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.