

Territory Manager: San Francisco Bay Area

Nexcelom Bioscience: Innovation and Expertise in the Science of Cell Counting

Company Mission:

At Nexcelom Bioscience, we design, develop, and manufacture innovative devices for cell-based assays. Nexcelom is committed to continued development and personal growth of our employees. We provide technical training, job orientation, and opportunities for continued education in business development and technical skills.

Job description:

We are seeking a Territory Sales Manager with a biology background to drive instrument sales growth, develop new business opportunities and relationships, and provide excellent customer technical support in the Bay Area. This position is ideal for a “hunter” salesperson who enjoys working as part of a regional team to achieve regional and national sales goals.

The person in this position will manage the sales process in their territory from early account development, marketing and prospecting, to arranging and completing a successful product demonstration, to sales close and may include post-sale installation and training, and follow up support activities with the assistance of inside sales staff and a local Applications Scientist. The ideal candidate will have laboratory equipment sales experience with a history of achieving or exceeding sales goals and laboratory work experience in biology, bioengineering, or a related field.

Territory Sales Duties:

- Partner with the Regional Business Development Manager to develop a sales strategy for the overall territory and for key accounts within the territory
- Monitor territory sales performance to goals
- Drive field level activities to cultivate new accounts while growing business at existing accounts
- Implement lead generation programs that result in sales
- Provide updates to the Regional Manager and Regional Sales Team regarding competition, product use, customer feedback, sales trends, and other important business metrics
- Contribute to and communicate with the regional team to share insights, achievements, best practices and learning opportunities
- Follow existing SOPs for lead generation, product demonstrations, etc. and create and share new SOPs describing any successful programs you develop

Technical Duties:

- Understand potential customer’s research goals and communicate how Nexcelom’s products can help them achieve these goals
- Organize in-lab demonstrations customized to the customer’s research needs
- Execute a successful technical demonstration that addresses customer’s needs, questions, and concerns
- Organize and deliver technical presentations to introduce Nexcelom’s technology in key accounts and drive customer interest

Desired Skills and Experience

- Experience selling equipment to life science research labs highly preferred (2+ years)
- Experience working in a research or clinical lab setting (2+ years)
- Established network and key account knowledge in the area is highly preferred
- Knowledge and application of strategic planning, development sales strategy and tactical implementation within your specified territory
- Focus on sales outcomes with clear measures and metrics
- Interpersonal flexibility to effectively interact with a broad range of personnel

- Effectively apply communication skills to build and maintain relationships and to influence others
- Ability to work effectively with others to accomplish organizational goals and identify and resolve problems
- Advanced presentation skills and business acumen a necessity
- Problem solving, decision-making and technical learning
- Excellent time management, organizational, verbal and written communication skills
- Outstanding problem solving and interpersonal skills
- Ability and willingness to travel domestically

Education Requirements

- B.S. degree with lab experience in cell biology, immunology, molecular biology, biochemistry, bioengineering or related field. Advanced degree would be a plus.
- Experience in the following areas is considered a plus: cell biology, cell culture, flow cytometry and cell based assays

Territory Covered:

- San Francisco Bay Area
- The candidate would ideally be based in the San Francisco Bay Area
- Travel is minimal but could expand to 25%
- Mileage on a personal vehicle will be reimbursed and a company credit card can be used for other travel expenses

The duties listed in this job description are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position.

Contact:

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