



Job Title: Diagnostics/Biotech Sales Specialist

Job Responsibilities:

The Diagnostics/Biotech Sales Specialist is the primary lead in SDIX responsible for selling custom critical reagents, custom formulation services, GMP production services and Companion Diagnostic Solutions to Diagnostic, Pharmaceutical and Biotech customers in North America (West Coast). Working in conjunction with other corporate resources, the Diagnostic/Biotech specialist develops and implements a plan to grow sales and improve service levels into assigned accounts in North America.

Responsibilities & Duties:

1. Achieve established sales quota.
2. Drive completion of high payoff projects and identify business development opportunities in the diagnostic and biotech market.
3. Develop and implement a successful sales strategy to position and promote key products and services in established diagnostic and industrial accounts in North America.
4. Identify and profile key accounts.
5. Partner with marketing team to gather data on marketing trends, competitive products and pricing.
6. Identify, plan and execute local promotions, seminars and other activities designed to build sustainable competitive products and pricing.
7. Build relationships with customers to influence the acceptance and use of SDIX custom critical reagents, antibody candidate generation, custom formulation and GMP production services.
8. Present seminars/webinars detailing SDIX core Immuno-solutions capabilities.
9. Accurately forecast and close new business within the 30-60-90 day time period.

Qualifications: (Knowledge, Skills and Abilities: Education, Experience, Job Skills, Equipment Skills, and Certifications)

1. BS/BA degree in Biology, Chemistry or related Life Science discipline; Masters Degree or PhD is considered a plus.
2. Professional sales consultative selling course taken within last 5 years.
3. 5 + years proven successful bulk sales reagent and/or critical reagent services experience calling on Diagnostic and/or Biotechnology accounts in the US.
4. Proficient or general understanding of antibody methodology (mono/polyclonal) development/production.
5. Articulate or general understanding within area of Proteomics; in particular antibodies and Immunoassays. For example a general understanding in the areas of:
 - ELISA
 - Western blot
 - Flow cytometry or (FACS)
 - IHC staining
 - Transfection
 - Protein expression
6. Proficient understanding of GMP in a production setting.
7. Presentation skills to build awareness of SDIX core capabilities to our Diagnostic, Pharmaceutical and Biotech clients.