



Creoptix is riding the next wave of kinetics. With an exciting new technology for real-time molecular interaction analysis our Creoptix WAVE System provides unparalleled sensitivity, fastest time resolution and the broadest sample compatibility enabling highest data quality data and new applications.

Headquartered in Switzerland, for our US activities we are now seeking a

## **Sales Representative US**

### **JOB DESCRIPTION**

The Sales Representative US is responsible for driving profitable sales growth of Creoptix' entire product range in US. He/she is required to act as the primary company representative and maintain the highest level of customer relations and service while achieving the annual sales goals of the company. This role involves outside sales and includes frequent travel within the territory.

#### **Essential Duties and Responsibilities:**

Achieve targeted sales growth through new key customer acquisition in the assigned territory

Increase account spend through systematic key account penetration

Drive market share by product presentations at targeted key accounts and trade shows

Active lead generation and consistent funnel management to improve sales and establishing brand recognition

Building relationships with key decision makers in targeted key accounts by understanding customer requirements and offering better solutions to their needs

Organize, plan and schedule the use of time to provide optimum and effective account and territory coverage

Develop and maintain high quality customer database

### **QUALIFICATIONS & REQUIREMENTS**

#### **Requirements:**

Sales Experience: 2-5 years strong commercial sales performance. Marketing, technical support and field applications support experience desirable



BS degree in Biology, Chemistry, Biochemistry, or Chemical Engineering and/or BS/BA with relevant experience in Life Sciences

Demonstrated success in selling analytical capital equipment to end customers

Excellent communication skills, as evidenced by experience in giving technical seminars and product demonstrations

Demonstrated success making relevant contacts at major biotechnology/pharmaceutical accounts

Computer Literacy: Microsoft Office/Outlook

Self motivated and well organized, team player

**Additional Requirements:**

This is a home office based sales position and as such the candidate must reside within the territory, preferably in one of the focus areas Massachusetts and California.

This position requires covering US with focus of Massachusetts and California. A significant part of the time will be spent in the field with overnight travel required.

**Desired Characteristics**

Experience in selling or laboratory work involving molecular interactions or biophysical techniques

**For inquiries and to send your resume, please contact Matyas Vegh, CEO: [mvegh@creoptix.com](mailto:mvegh@creoptix.com)**

**June 28, 2017**