

SALES DEVELOPMENT MANAGER US EAST COAST (100%)



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Creoptix AG is a growing company located in Wädenswil near Zurich in Switzerland. Our biosensor instruments are used in life science research labs within academia and industry, providing biochemists with the best tools to explore new applications in the field of molecular interaction analysis.

That is why we are looking for you as

Sales Development Manager US East Coast (100%)

This is a key role in the Creoptix product commercialization strategy and tailor made for a career sales professional; the role is highly visible to the whole company. The position is in the larger Boston Area.

WE NEED SOMEBODY WHO:

- Can sell Creoptix line of instruments and consumables to life science accounts such as pharma, academia, biotech and government, focusing exclusively on filling the pipeline and develop new accounts and customers, to increase sales and market penetration of the company's products for all focused applications.
- Will identify key decision makers for purchasing Creoptix systems, as well as funding sources, buying process, and key influencers within the assigned region and target markets.
- Will represent the product line professionally and scientifically, bring key decision makers together and inspire a vision of what the Creoptix solutions potentially provide to their work.
- Will rely on extensive experience, customer networks and judgment to plan and accomplish sales goals for the assigned territory.
- Has a rounded entrepreneurial character, who is hands-on and appreciates the importance of personally coordinating all steps of the sales process.
- Can proactively manage the sales funnel to maximize the conversion rates from leads to purchase orders.
- Will ensure achievement of sales objectives through both strategic and tactical activities in line with the Company's goals.
- Will develop and maintain strong customer connections at various levels in the accounts, and will provide regular feedback on the status of specific sales opportunities, the market and competition activities.
- Will ensure accurate record keeping, documenting all sales related activities including sales calls, pertinent account and contact activities, and account profiles in the CRM.



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WHAT WE EXPECT

- BSc/BA, in life sciences or equivalent training and a minimum of 5 years of proven technical selling experience in the market space required.
- Documented experience in selling capital goods into research labs, particularly bioanalytical or related instruments into the pharma, academic and biotech markets. Prior experience in selling label-free technologies to drug discovery labs is highly desirable.
- The ability to work with an established network of customers in focused markets.
- Proven track record in development of business in a highly competitive market.
- Track record of generating revenue and surpassing sales quotas.
- Ability to promote and sell technical products in a professional manner through various forms of communication, ranging from telephone sales to multi-participant presentations.
- Valid driving license and a good driving record is required.
- A pro-active "Hunter" that can penetrate new accounts and recognize business opportunities.
- Must be results driven and a self-starter with the ability to meet deadlines and work under pressure.
- Proven ability in managing complex sales; proficient in strategic and consultative selling techniques.
- Strong in verbal and written communication. Organizational, multi-tasking and computer skills essential.
- Used to working remotely or out of a home office.

WHAT WE OFFER

- A vibrant and multicultural team of smart people.
- A steep learning curve in an exciting, challenging and open environment, where you will work within an interdisciplinary team.
- First-hand exposure to the life science industries, including pharma and biotechnology.
- A great atmosphere, modern offices and lots of green and the lake nearby.
- Potential for professional development in line with the growth of the company.

INTERESTED?

Please send your resume to:

HR@Creoptix
Ecsd2020@x.creoptix.com
(only use above email please)

