

**Position Title:**

Field Sales Representative, ZipChip CE-ESI, West Coast USA and Canada

**Company Overview:**

908 Devices is developing extraordinary handheld devices for chemical analysis. Founded by a seasoned team with demonstrated successes in delivering breakthrough miniature analytical instruments to the market, and backed by top tier venture capital and government collaborators, we are looking to welcome more high-talent contributors to our team. You'll have the opportunity for spirited collaboration and growth with a company at the forefront of the field.

**Position Summary:**

Position involves field sales activities for the microfluidic ZipChip CE-ESI product line from 908 Devices.

**Key Responsibilities:**

- Contribute to short and long term territory business plans through in depth understanding of revenue streams and potentials.
- Develop and execute strategies to identify and target potential new customers through effective market, revenue, and literature analysis.
- Engage with potential new customers through cold calls and emails.
- Establish and maintain strong relationships with customers through sound scientific expertise and business acumen.
- Provide excellent customer service by following through with prompt solutions to all customer inquiries.
- Effectively work and communicate with other departments such as technical support, marketing, customer service, and business operations.
- Assist other Field and Inside Sales Representatives in responding to customer needs as they arise.
- Rigorously document communications and keep up to date the customer relationship management (CRM) database.
- Contribute to team and departmental initiatives outside of day-to-day selling.

**Qualifications:**

- Life Sciences CE-MS and/or LC-MS sales experience is important
- Technical knowledge of the Life Sciences CE, LC and MS application areas is important, especially in the field of biotherapeutics characterization
- Advanced working knowledge of software tools such as Excel, PowerPoint, Sales Force.com is required

**Additional Information:**

- The position will be based in CA, preferably in the Bay Area
- The sales territory will cover West Coast USA and Canada
- The new hire will report to the 908 Devices Life Sciences Commercial Leader

**Contact Information:**

For consideration, please forward a cover letter, resume and salary requirements to Angela Bubier, 908 Devices, [abubier@908devices.com](mailto:abubier@908devices.com)

*908 Devices is an Equal Opportunity Employer*

*Veteran Commitment: 908 Devices commits to hiring returning veterans.*