



## WHO WE ARE

Biotage is a global technology-based company that offers a broad range of instrumentation, consumable products, and technical expertise in the areas of medicinal and analytical chemistry. Customers include scientists at pharmaceutical and biotech companies, clinical diagnostic companies, contract research and manufacturing organizations and scientists at major academic and government life science research centers.

We are seeking a **Technical Sales Representative** to sell **Analytical Sample Preparation products and automation systems (SPE Consumables and Instruments)** in the **Mid-West** region.

The territory consists of the following states: **IA, IL, IN, KY, MI, MN, MO, ND, NE, OH, SD, WI**

Ideal locations are: Madison, Chicago or Indianapolis

Travel within the Territory is estimated to be:

- 3-5 (average of 4) days per week in the field directly interfacing with prospects and customers.
- 1-2 (average of 1.5) overnights per week.

## JOB OVERVIEW

- Sell Analytical Chemistry Products (SPE Consumables and Instruments) in the assigned territory to CRO, Clinical, Forensics, Academic and Government accounts.
- Managing customer relationships and assistance in development and execution of strategic marketing initiatives.
- Achieve defined monthly, quarterly and annual targets for revenue, profitability for the territory and specific product volumes.
- Expand customer knowledge of Biotage products and uses via sales calls, seminars and Lunch & Learns.
- Identify and developing new customers.
- Hands-on development and troubleshooting of simple SPE Sample Prep Methods at customer's sites.
- Train customers on most successful ways to utilize our products.
- Perform hands-on demonstration of instruments and consumable products to demonstrate business value and product differentiation.
- Ensuring customers are effectively trained and realizing maximum benefit from their Biotage products.
- Providing on time and accurate sales forecasts.
- Timely follow up and qualification of leads and document results in CRM platform.
- Represent the company at conferences as needed.

## Knowledge and Skill Requirements

- Bachelor's degree in science related field or experience working in or selling into a chemistry laboratory environment.
- Excellent Chemistry knowledge and base level experience with method development.
- Excellent verbal and written communication skills.
- Ability to manage time effectively, be a self-starter, be creative and have strong organizational skills.
- Able to work in a fast-paced, self-directed environment with shifting priorities.
- Proficient computer skills including MS Word, PowerPoint, Excel, Outlook and CRM software (Salesforce.com).
- Ability to work within a team.
- Proven track record of success in sales and account management is a plus.
- Experience selling scientific equipment is a plus.
- Exceptional customer service, presentation and interpersonal skills.

Biotage welcomes ideas and the changes they bring; we treat each other with dignity and respect. Come join our dedicated, friendly team and enjoy competitive wages and superb benefits. Interested candidates should submit a cover letter and resume in Word or PDF format to [HR@Biotage.com](mailto:HR@Biotage.com).

BIOTAGE is committed to providing equal opportunity to all employees and applicants for employment in accordance with all applicable laws, directives, and regulations of Federal, State, and local governing bodies and agencies.