



**Exciting opportunity with significant potential for career advancement
Global Sales Director**

Cambridge Isotope Laboratories has a unique and exciting opportunity for a Global Sales Director to lead our sales team. CIL is looking for a driven, results-oriented individual who can bring a fresh approach and new ideas to drive continued sales and market growth. As the leading company in a niche scientific market, CIL works with cutting edge researchers in clinical diagnostics, metabolic research, proteomics, environmental testing, protein discovery, nuclear medicine, drug development, metabolomics and industrial research. CIL has had consistent growth and profitability for 35 years. CIL's growing customer base spans academia, pharmaceutical and industry, enabling collaborations with Nobel laureates, industry-leading scientists, and chemists. CIL partners with leading instrument manufacturers as well pioneering research groups that have expertise in product development and drive market growth.

The Global Sales Director is a new and important position at CIL and offers significant career advancement potential. With the goal of increasing sales and expanding markets, the Global Sales Director is responsible for developing and implementing worldwide sales goals and strategies. S/he will manage the sales team of 6 direct reports; 20 indirect reports and a network of 30 distributors in their efforts to develop and service client relationships for existing and prospective client accounts for the purpose of increasing market share and sales volume, as well as identifying and pursuing new product and market opportunities. S/he will report directly to and learn from the Vice President of Sales and Marketing who has 32+ years of sales experience in the stable isotope market. S/he will work with an experienced staff with years of combined experience in the stable isotope market.

CIL's employees are active contributors to the company's success and enjoy long term careers at CIL. Over 95% of CIL's senior managers have been with the company for more than 15 years. CIL employees appreciate the small company atmosphere, value of employee contributions, team camaraderie and excellent benefits package.

RESPONSIBILITIES:

- Develop the global strategic plan and execution strategy in conjunction with the Vice President of Sales and Marketing
- Plan and direct all aspects of organization's sales policies, objectives and initiatives
- Develop the global market segmentation strategy as it relates to the product portfolio
- Directly manage CIL's domestic and European sales force as well as manage international distributor sales activity
- Provide analytics on geographic sales trends
- Work with sales team and product managers to drive global marketing related activities for both new product development and existing products with an emphasis on innovation and brand
- Develop and oversee the sales function, ensuring the department employees and sales plans are organized to achieve maximum sales volume as well as identifying key sales outlets and competitive strategies
- Develop, evaluate and implement sales and special pricing strategies
- Develop and manage key account activity and business to business relationships



- Travel to customer site(s) and attends conferences to develop and nurture business relationships for the purpose of generating sales
- Assure that staff develops timely reports tracking and analyzing market and sales trends
- Develop annual sales budgets

REQUIREMENTS:

- Minimum of Bachelor's Degree in Chemistry/Sciences plus at least 7-10 years' scientific industry sales experience; including management experience
- Knowledge of Mass Spectrometry and/or NMR applications
- Demonstrated sales success with proven track record of meeting or exceeding sales quotas in a scientific environment
- Ambition for career advancement; looking for a "last move"
- Proven ability to manage and motivate sales staff to attain their goals
- Excellent interpersonal, written and verbal communication skills
- Excellent analytic skills
- Ability to work independently and as part of a team
- Driven, proactive, results and deadline oriented
- Computer skills including Microsoft Office
- Strong organizational skills, effective multitasking and follow-through of tasks to completion
- Frequent national and/or international travel
- Ability to work effectively in a home office environment, if applicable
- Ability to deliver a fresh approach

CIL offers a comprehensive benefit program including BCBS Health, dental, 401K and sabbatical program.

If you meet these qualifications, please submit your resume by clicking on the following link:

<https://cambridge-isotope-laboratories-inc.workable.com/j/67F14F717D>

CIL is an EEO/Affirmative Action employer.

About us:

Cambridge Isotope Laboratories, Inc., with headquarters in Tewksbury, MA, is the world's premier producer of stable isotope labeled compounds and a world leader in the field of stable isotope separations. CIL has 450 employees with laboratories in the U.S., Canada, France and Germany.

For 35 years, CIL has specialized in the development, production, and marketing of stable isotopes and chemical compounds labeled with stable isotopes. Join us for excellent career opportunities as we drive the expansion of market applications with innovative product development.

Learn more about us on our website: www.isotope.com