



Job Opportunity
January 2017
Associate Sales Representative – Entry Level
Location: IL, MI, OH, MN, WI, IA, IN
Must live in Greater Chicago Area

Purpose of role:

Work under the direction of the local Sales Manager. Profitably develop and grow a sustainable sales territory focused in the life science and research markets. All duties inherent to successfully growing a business will be necessary. This is a great opportunity for someone wanting to break into the Biotech Sales industry.

1. Work to develop and maintain customer base in line with the goals established for the specific region and/or account(s).
2. Develop a thorough understanding of the products, operations, and strategic direction of Biotix. Foster and develop current and future business opportunities.
3. Work in conjunction with the Sales, Marketing and Product/Project Management Departments to coordinate the process of identifying new customers, analyzing new business opportunities and developing customer relationships
4. Work with immediate Supervisor and/or company departments to solve problems, provide quality service, and constantly exceed customers' expectations.
5. In conjunction with Regional Sales Manager, monitor performance against annual revenue, GP and expense budgets in assigned accounts. Work with distributor representatives to develop and foster aligned relationships for the benefit of the company and its customers.
6. Complete other related tasks as assigned by company management.

Job Specifications:

1. Bachelor's degree required. Preference will be given to local candidates with lab focused experience during their educational background or prior experience in Lab.
2. Demonstrated aptitude for sales focus and approach. Aptitude for preparing and implementing strategic business plans for accounts.
3. Detail-oriented with excellent organizational, communication and interpersonal skills. Ability to communicate information appropriate to the level of the audience.
4. Experience with MS Office package (PowerPoint, Excel, Word, etc.).
5. Ability to travel locally in order to meet the objectives of the position. Travel requirements may vary (30-40%).

Come and be part of a growing and innovative organization!
Interested parties please send Cover Letter and updated resume to:
[***careers@biotix.com***](mailto:careers@biotix.com)

Subject Line: Associate Sales Rep - CHICAGO

Biotix Inc., with headquarters in San Diego, California was recently acquired by the laboratory products icon Mettler Toledo.

Biotix offers a competitive salary, commission, benefits and more!

We are an equal opportunity employer, encourage diversity and innovation!

No Calls – No Recruiters/Agencies please.