Job Opportunity at Biotix, Inc.
Sales Territory Manager – Individual Contract Opportunity: Eastern Canada
Preference to Candidates located in Toronto, Ontario

Purpose of role:

This is a great opportunity for an individual contributor who wants to work as a Consultant, representing Biotix, Inc. products in Eastern Canada (Ontario, Quebec, New Brunswick, Prince Edward Island, Nova Scotia, Newfoundland and Labrador). As a Sales Consultant for Biotix Inc., the primary duties would be to develop and profitably grow a sales territory focused on the biotechnology, pharmaceutical, industrial, clinical, educational and medical device markets. Biotix is a world class manufacturer of plastic liquid handling products used in all the laboratories in the markets mentioned above. These products include manual pipette tips, robotic tips, PCR tubes, PCR plates, reservoirs and microcentrifuge tubes. All duties listed below are inherent to successfully growing our business with our Dealer Networks in Eastern Canada.

1. Work to identify and grow an end user customer base in line with the strategic guidelines of the company.
2. Develop a thorough understanding of the products, operations and strategic direction of Biotix Inc. Foster and advance current and future business opportunities with our distribution partners.
3. Work in conjunction with the sales and marketing departments to coordinate the process of identifying new customers, analyzing new strategic business opportunities and cultivating customer relationships.
4. Partner with all company departments to solve problems, provide quality service with the goal of constantly exceeding our customers' requirements and expectations.
5. Prepare and monitor performance against annual revenue, GP and expense budgets in assigned accounts. Work with distributor representatives to develop loyal customer relationships with the ability to sell the technical attributes of our products as well as the ability to work with the distributor representatives from a forecasting and supply chain standpoint.
6. Complete other related tasks as assigned by company management.

Job Specifications:

1. Bachelor's degree or equivalent experience, or degree in a biological-based science. *Preferred, but not required: candidates with relative work experience and/or lab experience preferred.*
2. One or more year's proven track record of meeting/exceeding sales targets. Prefer *(but not required)* a candidate with experience with major accounts in the life sciences industry as a distributor sales representative or manufacturing technical representative. Preference given to candidates with business-to-business sales experience or candidates who have the strong desire to enter this field and possess the behavioral skills that demonstrate the effectiveness of selling.
3. Experience in preparing and implementing business plans at the major account level.
4. Detail oriented with excellent organizational, communication and interpersonal skills. Ability to communicate information appropriate to the level of the audience that will include research scientists, purchasing managers at the account level and sales representatives/management teams of the dealers/distributors.
5. Ability to travel domestically in order to meet the objectives of the position. Travel requirements may vary (30% to 50%).

Be part of a growing and innovative organization!

Interested parties please send Cover Letter, Resume with compensation requirements to:

careers@biotix.com

Subject Line: STM – Contract -Toronto, Canada