



Job Opportunity at Biotix, Inc.

February, 2018

Sales Distribution Territory Manager – Southern CA, UT, AZ, NV, HI, CO

Preference to candidates located in San Diego. No relocation available for this job.

Purpose of role:

As a Distribution Territory Manager 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 pipet tips, automation tips, PCR tubes/plates, reservoirs and microcentrifuge tubes. All duties listed below are inherent to successfully growing our business with our Dealer Network.

Core Values required for this role are: Teamwork, Customer Service Orientation and Collaboration, Competitive Sales Drive and Effective Communication style.

1. Work to identify and develop 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 develop current and future business opportunities utilizing our CRM 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 developing customer relationships.
4. Work with all company departments to solve problems and 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 higher degree in a biological-based science. ***Preferred, but not required: candidates with relevant work experience and/or lab-research experience. Automation and Tip selling experience is a plus!***
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 that have sold in the exact territory that this position is going to have responsibility for that demonstrate the effectiveness of 'selling'.
3. Demonstrated experience in preparing and implementing strategic business plans at a major account level.
4. Detail-oriented with excellent organization, communication and interpersonal skills. Ability to technically communicate information to research scientists and purchasing managers at the account level as well as sales representations and management team of our dealers/distributor network.
5. Ability to travel domestically in order to meet the objectives of the position. Travel requirements (20-40%).

Come and be part of a growing and innovative organization!

Interested parties please send Cover Letter and Resume:

careers@biotix.com

Subject Line: SDT Manager – San Diego

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

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

Relocation assistance not available.

No Calls – No Recruiters/Agencies please.