



Biotix, Inc. Headquartered in the heart of San Diego's biotech community has an immediate opening for an entry-level **Sales Territory Manager**.

This is a great opportunity for those looking for a chance to step into Sales and in the Life Sciences industry!

Biotix is a world-class manufacturer of laboratory consumables and liquid handling solutions. We have developed over 100 innovative new products, supported by 30 patent submissions, to serve life science, clinical, pharmaceutical and biotechnology laboratories. A core value at Biotix is to foster collaborative relationships with customers and partners. By truly understand the changing dynamics and unmet needs of the scientific community; we are able to surpass industry standards for the quality and performance of its products, services and support.

Biotix was acquired by METTLER TOLEDO in October 2017.

METTLER TOLEDO (MT) is a global manufacturer and marketer of precision instruments for use in laboratory, industrial and food retailing applications. The Company has strong worldwide leadership positions in multiple product markets. In addition to a broad product offering, they have one of the largest global sales and service organizations among precision instrument companies.

Mettler is recognized as one of the world's best companies in the laboratory products market.

Sales Territory Manager – Entry Level

Northern California (San Francisco)

No. CA, ID, MT, WY, SD & ND

Must live in the Bay Area.

Preference to candidates located in Bay Area. No relocation allowance is available for this job.

Purpose of role:

As a Territory Manager for Biotix, Inc., the primary duties would be to continue to develop an already profitable 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. Incumbent will work with the current Sales Manager in order to continue to identify and develop an end user customer base in line with the strategic guidelines of the company. This includes routine demonstrations of our products to end users.
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 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. With the guidance and assistance of the Sales Manager, prepare and monitor performance against annual revenue, GP and expense budgets in assigned accounts. Work with distributor representatives to develop committed 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. Preferred, but not required: candidates with relevant work experience in a Lab Research environment.
2. One or more years of proven track record of meeting sales targets. Preference given to candidate's 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 behavior in learning how to prepare and implement strategic business plans at a major account level.
4. Detail-oriented with excellent organization, communication and interpersonal skills. Ability to technically communicate information at the account level as well as sales and management team of our distributor network.
5. Ability to travel domestically in order to meet the objectives of the position. Travel requirements (10-20%).

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 – Bay Area

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.