



**Biotix, Inc.** Headquartered in San Diego's biotech community has an immediate opening for a **Sales Distribution Territory Manager- New England**.

***This is a great opportunity for those looking for a chance to step into or advance in Sales 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 is a business unit of Mettler Toledo, acquired in October 2017.

**Sales Distribution Territory Manager**

**NEW ENGLAND**

**Territory: MA, ME, VT, NH, CT, RI**

**Must live in Greater Boston area**

***Preference to candidates located in Boston/Cambridge, MA. No relocation allowance is available for this job.***

**Purpose of role:**

As a Territory Manager for Biotix, Inc., the primary duties will be to continue to develop an already profitable sales territory focused on the biotechnology, pharmaceutical, industrial, clinical, and educational 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 micro-centrifuge tubes. All duties listed below are inherent to successfully growing our business with our Dealer Network.

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

1. Incumbent will work with the current Director of Sales – North America 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 (2 yrs.). 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 candidates with 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 organizational, 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](mailto:careers@biotix.com)

**Subject Line: SDT Manager – NEW ENGLAND**

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

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

Relocation assistance not available.

No Calls – No Recruiters/Agencies please.