



**Job Opportunity at Biotix
February, 2020
North America Sales Manager
East Coast City
FLSA: Exempt
Reports to: CEO**

Purpose of role:

As a N.A. Sales Manager for Biotix, Inc., the primary duties would be to create significant value on achieving sales goals and to ensure optimal account of coverage and penetration 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.

Sales Function: Strategically promote and sell pipettes, tips, and tubes to key accounts. Utilizes a combination of consultative and needs fulfillment selling techniques to achieve goals. Is organized and maintains established planning and reporting systems. Overall, ensures increased revenue and profitability for Biotix.

ESSENTIAL JOB FUNCTIONS:

For assigned Territory/Accounts:

REGION INCLUDES: Eastern U.S.

1. Be a motivating role model and leader and must solve problems, make informed decisions and lead the sales team in order to achieve maximum results.
2. Works with Customer's Managers, Field Sales to assess segment and account potential / attractiveness in order (a) to optimize sales effectiveness through training and coaching, and, (b) to improve sales productivity through strategic territory management, Sales Rep time allocation and managing sales processes. Monitors weekly activity within assigned district.
3. Demonstrates outstanding interpersonal and relationship building skills and influencing and negotiating skills.
4. Demonstrate ability to communicate business direction and vision to the region.
5. Responsible for meeting year-to-date quarterly targets by identifying and focusing on key opportunities and accounts, and by utilizing a variety of account strategies.
6. Assists Sales Representative and District Lead with account planning, selling and strategic initiatives, reviews and approves plans. Reviews and edits drafts of customer correspondence.

7. Identifies and acknowledges individual strengths and needs within the Eastern Region. Works in the field with each Sales Representative and District Lead as needed, at least 1 day/ month.

Job Specifications:

1. Possess B.S. or B.A. Degree, with a focus in Business Administration, Sales or equivalent preferred.
2. Minimum 5 years of sales experience required or equivalent combination of education and experience. Must have at least 3 years' experience managing a sales team.
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 (25-33%).
6. Increase Biotix's revenue through active management of the new Distributors.
7. Identify and develop new market opportunities through new Distributor Partnerships.
8. Ability to work well in a team environment, especially with other departments to ensure partner and customer satisfaction.
9. Continually drive new and innovative business initiatives that increase Biotix's revenue.
10. Strong initiative and superior ability to think creatively, coupled with excellent presentation, written, and overall communication skills.

***Come and be part of a growing and innovative organization!
Interested parties please send Cover Letter and Resume:
careers@biotix.com***

Subject Line: N.A. Sales Manager East

**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.**