

Territory Sales Representatives

Intact Genomics is a leading provider of high-quality life science products and large DNA fragment cloning related services. All our products are developed, manufactured and shipped from our state of the art laboratories in St, Louis, Missouri.

Intact Genomics is looking for Chicago / Kansas City / Urbana-Champaign based sales representatives to help develop the offerings to research universities, biotech and biopharma companies in these areas. Prospective candidates should be collaborative, entrepreneurial spirited, highly motivated, analytical, creative, and strategic.

DUTIES & RESPONSIBILITIES:

- Sell Intact Genomics' products and services to scientists, researchers and decision makers at research institutions, Biotech and Pharmaceutical companies in assigned territory.
- Utilize emails, cold calls, face-to-face meetings, digital marketing and other tools for effective communication.
- Identify organizations and individuals online to establish new leads.
- Generate new customer base, establish new accounts, prepare quotes, obtain orders and build strong customer relationships in assigned territory.
- Keep current with new products/technologies manufactured & distributed by Intact Genomics.
- Make presentations of company products and services to potential clients.
- Attend conferences, meetings, and industry events that are relevant for business growth.
- Work closely with the Sales Manager to create and adapt optimal sales strategy.
- Monitor and report sales activities weekly to the Sales Manager.

QUALIFICATIONS & REQUIREMENTS:

- Associate or Bachelor's Degree in Life Sciences, Marketing or equivalent education is preferred.
- 1-3 years of research or sales experience, biotech/biopharma experience, or knowledge of the Biotech and pharmaceutical research community in assigned territory is a plus.
- Excellent computer literacy needed, including Microsoft Word, Excel, PowerPoint and digital marketing skills.
- Strong English verbal, written, and communication skills.
- Ability to communicate to all levels of employees and customers in a professional manner.

- Well-developed presentation skills. Excellent follow-up skills are required.
- Self-motivated and work independently.

HOW TO APPLY:

Interested candidates should submit a cover letter, resume and three references to:
rye@intactgenomics.com or apply online at www.intactgenomics.com/careers/.