

## **Biotech Equipment Sales Representative (Greater SF Bay Area or LA/SD Area)**

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The West Distributor of a leading bioprocess solutions provider is seeking a sales representative to promote and sell bioreactor systems into the Biotech and Pharmaceutical industries. We are looking for a proactive and independent individual to fill this position.

### Job Requirements:

- BA or BS, preferably in a science
- 1-2 years Technical Equipment Sales Experience
- Experience in cell culture or fermentation desirable
- Working knowledge of Word, Excel and Power Point and ACT!

### Key Objectives/Responsibilities for Territory:

- Achieve sales growth in territory
- Identify and develop new accounts
- Maintain record-keeping system for leads, client visits, new prospects and accounts in ACT!
- Develop and execute territory business plan
- Provide analysis of products and market trends in territory
- Participation in weekly sales meetings

### Additional Skills:

- Excellent communication (both oral and written) and interpersonal skills
- Self-starter, ability to work independently developing territory and customers
- Good organizational and presentation skills
- Ability to learn and communicate effectively technical/scientific knowledge
- Effective working with a team, team-player
- Strong work and personal ethics
- Professional appearance

### Additional Information:

- Consideration for this position requires an acceptable driving record
- Successful completion of pre-employment screening
- Flexible to learning new products and new markets for existing products

Travel: Some overnight travel will be required.

Start date: Anticipated to be approximately June 1

Principals Only - Please email your cover letter and resume by May 6 to [SherryMcCoy@dianovainc.com](mailto:SherryMcCoy@dianovainc.com).