



NIH Based Instrument Sales Specialist

This is a unique opportunity to be a founding member of our sales team and take part in the launch of our novel XF24 Extracellular Flux Analyzer to biotech, pharma and academic customers in the NIH & Maryland area. You will be responsible for initiating new instrument business, presenting seminars and demos, quoting, forecasting, achieving quota, resolving customer issues, working at trade shows, and assisting application specialists with instrument installation and customer training. We offer a competitive salary with an attractive incentive plan. This position reports to the VP of Sales.

Experience and Skills:

You must have 3 years of direct sales experience with capital equipment sales over \$100k. Cell based assay knowledge is essential. This position requires public speaking skills, the ability to develop and maintain customer relationships, frequent travel and the ability to understand and discuss basic cellular biological processes. Ability to excel under conditions of ambiguity is highly desirable. You must be able to lift an instrument weighing up to 40 lbs.

Education:

BS in Biology or a related science is required or equivalent combination of related education and experience. Candidates that have had documented formal sales training are preferred. Seahorse Biosciences is an equal opportunity employer.

The Company:

Founded in 2001, Seahorse Bioscience is changing cancer, obesity and diabetes drug discovery programs the world over. Headquartered 30 miles north of Boston, in Billerica, Massachusetts, Seahorse Bioscience maintains software development in Seattle, Washington and custom labware manufacturing in Chicopee, Massachusetts. Seahorse Bioscience is a venture backed company developing and manufacturing analytical instruments and custom labware for the life sciences.

Income

Annual Salary \$50,000 - \$85,000 depending on experience

Commission: \$50,000+ at plan