

WEST COAST SALES ACCOUNT MANAGER

Exciting opportunity in a high-potential territory selling innovative, exclusive services alongside other cutting-edge technology.

Do you enjoy the latest science and technology? Do you have a growing network with which you enjoy sharing the latest news? Do you have an existing network of scientist that would be interested in the latest developments?

CovalX is the leader in the analysis of macromolecules and protein interactions and has over a decade of experience leading this growing market. With offices world-wide (France, Switzerland and USA), CovalX is seeking a West Coast Sales Account Manager ideally to be based initially in our North-Shore Boston office (Saugus, MA) with regular travel to the West Coast and domestic conferences. Earn competitive base salary plus bonus and excellent healthcare benefits.

Job Summary:

The core function of this role is finding and reaching out to prospects with the purpose of educating them on the latest products and services offered by CovalX, eventually resulting in successful sales. Marketing and outreach to grow our existing base through online presence and conference attendance is also required.

Responsibilities:

- Analyze prospect/customer needs and recommend solutions that best meet prospect/customer requirements
- Identify potential leads and lead sources, call, pitch and acquire clients through outbound cold / warm calling
- Attend tradeshow and conferences as needed
- Direct involvement with marketing and advertising campaigns
- Actively manage leads by prioritizing, tracking and timely follow up
- Educate prospects on the benefits of participating in the Company's Network via online / offline presentations
- Conduct sales presentations via the phone/internet and in person
- Register new clients in order to meet established monthly goals in accordance with development plan
- Introduce clients to research opportunities provided by CovalX
- Produce regular activity reports on lead and recruitment activity / results
- Regular onsite attendance is an essential function of this position. Travel as needed.

Qualifications (EDUCATION, SKILLS and EXPERIENCE)

- Bachelor's Degree or higher required in scientific field; preferably background with protein research
- Experience managing customer accounts or marketing is a plus
- Inbound / outbound sales experience beneficial, preferably in biopharmaceutical industry
- Dynamic personality with professional communication skills with customers, peers and management
- Work independently, a creative thinker that is self-motivated and results-driven with ability to adjust focus based on the needs of a growing business
- Proficiency in Microsoft Office software and internet navigation
- Excellent time management skills
- Having existing base network in pharmaceutical industry is major plus

Contact Information:

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