



Sales Manager US West

CellGenix (www.cellgenix.com) is one of the leading manufacturers of high-quality reagents for human cell culture in the preclinical and clinical environment of regenerative medicine. Our products are used by leading clinicians in patient trials world-wide as well as by commercial organizations developing cell-based therapies. Based in Southern Germany, with offices in Portsmouth, NH, CellGenix has a solid background in GMP manufacturing of recombinant protein pharmaceuticals.

For the US market we are looking for a **Sales Manager US West** – located in SD, LA or SF.

Duties and Responsibilities:

- Efficiently manage and grow the assigned territory (existing and prospective customers, key accounts)
- Interact with business partners on a regular level to promote the use of CellGenix products and make recommendations on solutions that best meet their needs (consultative selling)
- Prepare price quotations, discounts and custom requests
- Forecast and plan the territory performance
- Achieve quarterly and annual sales objectives in accordance with overall Sales and Marketing plans
- Represent CellGenix at seminars, scientific meetings, and trade shows
- Identify and report market dynamics, competitive information and pricing

Qualifications:

- Solid background of sales in cellular therapies, oncology, medical devices or biotech
- Life Science related degree is an asset
- Ability to relate product information meaningful to customers
- Solid business skills (networking on C-level, customer relations, deal closing)
- Excellent presentation and organizational skills
- Self-motivated, goal-oriented
- Willingness to travel in the territory (approx. 50%), some international travel required
- Proficiency in business software (Office suite, CRM, ERP)

We offer a competitive salary and bonus package.

All resumes including salary expectations and earliest starting date should be sent to Frank Hecht, Director Marketing & Sales at hecht@cellgenix.com.