

## Junior Area Sales Manager US East

CellGenix ([www.cellgenix.com](http://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 **Junior Area Sales Manager US East** – located in the Boston, NYC, Philadelphia region

### Duties and Responsibilities:

- Efficiently manage and grow the assigned territory (existing and prospective customers)
- 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:

- Life Science degree (cell biology, immunology, oncology or related subjects preferred)
- Minimum requirement of 1-2 years experience in outside sales in biotechnology or related fields
- Ability to relate product information meaningful to customers
- Excellent presentation and organizational skills
- Self-motivated, goal-oriented
- Willingness to travel in the territory (approx. 30%), 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, Vice President Marketing & Sales at [hecht@cellgenix.com](mailto:hecht@cellgenix.com).