



A BICO COMPANY

## **CAREER OPPORTUNITY: REGIONAL SALES MANAGER**

**Territory: Greater Washington DC/Baltimore Area**

---

Echo is a fast-growing company dedicated to improving microscopy. We love working with brilliant people to create, build, and promote the best products in our industry.

We are seeking top performing life science sales professionals with territory experience in Greater Washington DC/Baltimore Area. Top candidates will have familiarity with automated fluorescence microscopy and live cell imaging.

Success will require a strong competitive drive, strategic execution, and progressive forward thinking.

### **THE JOB:**

- Execute successful product demonstrations
- Hustle to find new opportunities and create new business
- Build effective relationships with distributors and key customers
- Get our products in the hands of students, researchers, and scientists
- Grow our presence at universities, biotech, and pharmaceutical companies

### **WHO YOU ARE:**

- Exceptional at delivering results on target
- Possess exceptional presentation and verbal communication skills to explain and demonstrate sophisticated technical products
- A fast learner (and good listener) who understands the needs of today's life science researchers
- Have an affinity for life sciences and closing deals -- it's about passion as much as the job

### **BONUS POINTS:**

- Have a proven track record as the best of the best/top tier producer in sales
- Have cultivated strong relationships in research, biotech, and pharmaceutical institutions
- Expertly use modern sales tools and techniques

### **WHAT WE OFFER:**

- An opportunity to join a dynamic microscopy company that is making an impact on life science research
- The opportunity to join an incredible team
- Base Salary + Commission
- Car/Phone Stipend
- Medical, Dental, and Vision Insurance
- 401K

Applicant must be legally authorized to work in the US and must not require present or future sponsorship.

Send your resume to: [jobs@discover-echo.com](mailto:jobs@discover-echo.com)