



CAREER OPPORTUNITY: REGIONAL SALES MANAGER Raleigh Durham and Seattle areas

Echo is a fast-growing startup 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 microscopy sales professionals with territory experience in the Raleigh-Durham and Seattle areas. Top candidates should have familiarity with fluorescence microscopy and live cell imaging. Applicants **must** be currently located in the general sales area to be considered for the position.

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 understanding 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 and service
- Have cultivated strong relationships in research, biotech, and pharmaceutical institutions
- Expertly use modern sales tools and techniques

WHAT WE OFFER:

- An opportunity to make an impact and have your performance matter
- Energetic, supportive sales and technical team
- Paid holidays and paid personal time off (PTO)
- Medical, Dental, and Vision Insurance
- 401K plan

Applicants must be legally authorized to work in the US without needing present or future sponsorship. Send your resume to jobs@discover-echo.com