



A BICO COMPANY

CAREER OPPORTUNITY: Regional Sales Manager

Make an impact! Discover Echo is a fast paced company that is redefining traditional microscopy. We love working with brilliant people to create and develop the best microscopes in the world.

Echo is seeking top-performing microscopy sales professionals with territory experience in the Massachusetts (Boston) areas. Top candidates must have demonstrated experience with fluorescence microscopy and live cell imaging. Applicants must be currently located in the general sales area to be considered for the position.

ESSENTIAL FUNCTIONS:

- Develop and grow sales of our unique, award-winning hybrid microscopes.
- 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.
- Meet quarterly and annual sales goals.
- Perform other necessary job-related duties and responsibilities.
- Overnight travel is expected to be roughly 25-50% depending on home base location
- Ability to lift between 50-60lbs

MINIMUM REQUIREMENTS:

- Bachelor's degree in science related field or equivalent experience.
- Minimum of 2 years of life science sales or extensive hands-on experience with microscopy.
- 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 is about passion as much as the job.
- Must be authorized to work in US without sponsorship.

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



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- Have experience selling through large distribution partners

WHAT WE OFFER:

- An opportunity to join a dynamic microscopy company that is making an impact on life science research
- Base salary plus commission
- The opportunity to join an incredible team
- Medical, Dental, and Vision Insurance
- 401K with employer matching

To apply please send your resume to jobs@discover-echo.com