



## **Technical Sales Specialist**

BioDot is a privately held company that designs, manufactures, and sells innovative micro-scale liquid dispensing and other related equipment used to develop and produce medical diagnostic tests. We currently have a need for a Technical Sales Specialist to join our North America sales team. The goal of this position is to focus on our existing Biosensor, and Biochip customers by upgrading/supplementing existing equipment, while continuing to grow the market with new customers and new equipment. This position will be field based in our Irvine office, but will support our east coast customer base and report to the Vice President of Sales and Marketing.

### **Responsibilities**

- Achieve sales plan in assigned territory
- Develops and maintains consultative sales skills and product knowledge, with associated features and benefits, required to convert customer needs to sales
- Serves customers by selling BioDot products, identifying customer needs
- Obtain sufficient knowledge of accounts in order to develop and maintain account strategies to convert customer needs to sales
- Develops and maintains effective time, territory, and account management practices
- Coordinates and conducts demonstrations, installations, and customer training
- Keeps Sales management informed by submitting activity results of territory
- Responds to customer problems or complaints, either by personal action or by securing the assistance and support from others within BioDot
- Completes all reports and customer information effectively and consistently as deemed necessary by BioDot
- Gives feedback to management regarding new potential applications or competition in the marketplace
- Travels within territory as needed to achieve sales plan or resolve situations
- Professionally represents BioDot

### **Education and/or Experience**

- BS degree in either Biochemistry, Analytical Chemistry, Physics, or Microbiology
- 1-2 years of experience in related field sales
- Preferable sales experience in capital equipment in the marketplace
- Broad industry knowledge with automation experience a plus
- Must be a self starter, work well without supervision, and accept responsibility
- Strong organization and management skills
- Strong presentation skills demonstrated before customers, peers, and upper management
- Ability to communicate clearly
- Practical computer skills

This position will require frequent trips to the east coast that may or may not require weekend travel/work. It will be beneficial if the candidate has a lifestyle that is conducive to multiple overnight business travel.

Compensation will be competitive and include salary, benefits, and performance related incentives. Candidates with a high level of commitment and initiative are encouraged to apply.