

Interested Parties should contact:
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508 359 4120



Position: Regional Manager (s) Business Development

Locations: Midwest – (IL, IN, MO and surrounding states)
Southeast – (NC to NV and southern US possible TX)

Primary Duties

- Responsible for achieving regional sales targets on a quarterly basis in accordance with the annual corporate sales plan.
- Qualify, establish, develop, and maintain customer relationships for relevant accounts within the sales territory. These activities include lead generation, cold calling and prospecting, customer sales calls, appropriate telephone and email follow-up, and reporting.
- Create and implement appropriate strategies for developing key account business including the arrangement of specific promotions such as one-day table shows, national tradeshow, technical seminars, presentations etc., as requested by Director of Global Business Development.
- Conduct presentations to multi-functional customer groups, including scientists, quality, purchasing, and others as appropriate.
- Report to the Director of Global Business Development all relevant information relating to field activities, including customer feedback, competitive actions, etc.
- Maintain full technical knowledge and understanding of products on an on-going basis.
- Keep abreast of relevant scientific papers and publications associated with the application of our products and other similar competitive products.
- Develop and maintain the customer data base for all relevant accounts within the sales region.
- Provide on a continuous basis, market feedback on competitiveness.
- Document all customer interactions in the appropriate contact management software.
- Develop and maintain a business plan to forecast and achieve sales goals.

Job Qualifications

- Minimum of a Bachelor's degree from four-year a college or university (microbiology, biology, chemistry or biochemistry preferred).
- Excellent written and oral communication and interpersonal skills.
- Minimum of five year's experience in technical sales or account management.
- Experience with products and services in the drug development industry is a plus.
- Ability to interact with various settings/audiences.
- High energy and self-motivated.
- Results-oriented.
- Ability to travel and work from a home office.
- Excellent communication and problem solving skills.
- A desire to succeed.
- Ability to identify opportunities to grow business.
- Must be a team-player.

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