POSITION PURPOSE: The Life Sciences Business Development Sales position will generate profitable sales growth for GVS Life Sciences branded laboratory filtration products in the US and Canada. This will be done by expanding the regional dealer/distributor network and by expanding sales within existing accounts.

ESSENTIAL JOB FUNCTIONS:

- Meet sales and expense budget targets
- Expand sales in existing accounts
- Expand dealer/distributor network within the West coast area
- Expand direct customer base by focusing on key accounts
- Provide regional technical sales support for dealer/distributor sales
- Be an active member of the Branded Products Marketing Team (BPMT)
- Provide market intelligence and VOC input to the BPMT
- Recommend new products to the BPMT
- Provide input for pricing strategies
- Provide input and recommend advertising/promotion strategies to BPMT
- Participate in trade shows

JOB REQUIREMENTS:

- Bachelor’s Degree in technical discipline, such as Molecular Biology, Immunology, Biochemistry, Chemistry, Microbiology, Biology, or other applicable areas
- Minimum 5 years of experience selling consumable products to life science laboratories directly and through dealers/distributors
- Highly organized, detail-oriented, and results driven
- Ability to travel about 50%, some international travel could be required
- Excellent Oral and Written Communication skills
- Excellent selling and negotiation skills

BENEFITS PACKAGE:

- Medical, Dental and Vision plan
- Flexible Spending Account
- Company paid Short Term and Long Term Disability
- Company paid Life Insurance Policy
- 401K Plan

COMPENSATION:

- Monthly Auto Allowance
- Annual Sales Bonus