



Job Description

Sales Specialist-Japan

UnChained labs is building the next cool life sciences tools company and needs high octane sales specialists to grow and sell its current and future products. We need people to roll up their sleeves, sweat, think outside the box, can create something special with us.

Description of Duties

- Sell Unchained Labs' analytical instruments in the assigned geography
- Achieve quarterly and annual sales targets
- Maintain a high-level knowledge of the Unchained Labs's product line
- Proactively generate new sales leads and opportunities
- Develop key accounts within assigned territory
- Navigate orders through the customer purchasing process
- Update Salesforce CRM system regularly
- Provide weekly sales forecasts to Management
- Maintain positive customer relations
- Conduct pre-sales seminars and technical presentations

Minimum qualifications

- Bachelor's degree in a related field
- 5 year's sales experience in the life sciences tools industry selling instrumentation
- Demonstrated track record of sales success and exceeding quota
- WEperience selling in complex purchasing environments with multiple decision makers
- Travel up to 30% overnight when required