



Job Description

Inside Sales, Instrumentation

UNchained labs is building the next cool life sciences tools company and needs high octane sales people to grow and sell its current and future products. We need people to roll up their sleeves, be tenacious, and 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 products
- Partner with field sales team to deliver sales growth for DropSense product line
- Generate new sales leads and opportunities
- Proactively engage customer install base to grow consumables and service contract revenue
- Navigate orders through the customer purchasing process
- Update Salesforce CRM system regularly
- Provide weekly sales forecasts to Management
- Maintain positive customer relations
- Coordinate remote seminars and demonstrations as needed

Minimum qualifications

- Bachelor's degree in a related field
- 2 year's sales experience in the life sciences
- Exceptional communication skills, both verbal and written
- Demonstrated track record of sales performance
- Strong MS Office and computer skills, experience with Salesforce preferred
- Located in Bay area, preferably close to Pleasanton CA