



Job Description

Sales Specialist- California

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' 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
Work closely with the Field Application Scientist team to conduct product demonstrations and to move the sales process forward

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
Experience selling in complex purchasing environments with multiple decision makers
Travel up to 30% overnight when required
Locations in California