



## **Job Description**

### **Sales Specialist- Germany**

Here's the deal. We're all about helping biologics researchers break free from tools that just don't cut it. Unleashing problem tackling products that make a huge difference in the real science they do every day. That's our mantra, our promise and we own it. We live by an unconventional strategy for a start-up: we're buying commercial businesses and developed technologies, adding our magic touch to turn them into breakthrough products, investing massively in customer-facing teams and then selling those products like gangbusters.

### **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 Germany