



Inside Sales Rep – East Coast

About MaxCyte:

MaxCyte, the clinical-stage global cell-based therapies and life sciences company, uses its proprietary next-generation cell and gene therapies to revolutionize medical treatments and ultimately save lives. The Company's premier cell engineering enabling technology is currently being deployed by leading drug developers worldwide, including all of the top ten global biopharmaceutical companies. MaxCyte licences have been granted to more than 140 cell therapy programs, with more than 100 licensed for clinical use, and the Company has now entered into ten clinical/commercial license partnerships with leading cell therapy and gene editing developers. MaxCyte was founded in 1998, is listed on the London Stock Exchange (AIM:MXCT, MXCL) and is headquartered in Gaithersburg, Maryland, US. For more information, visit www.maxcyte.com.

Founded in 1999, MaxCyte is based in Gaithersburg, Maryland.

Job Summary:

The Inside Sales Rep will be responsible for:

- Prospecting for new customer leads and following up on new customer leads daily.
- Utilize LinkedIn, Monocl and other tools available to find new prospects
- Presenting MaxCyte's value proposition via phone and email.
- Assisting the North American sales team to meet established company sales quota.
- Identifying, developing, and executing strategies to gain in-roads into new accounts.
- Following up on all leads in a timely manner and entering contact information and sales opportunity updates into Salesforce on a daily basis.

Job Duties:

- Contacts prospective customers to qualify sales leads and hands off to the field sales team at the appropriate time.

- Conducts appropriate account research to understand the primary lines of business and financial situation of every account and identify key decision makers within each account.
- Performs outreach to speakers and attendees of trade shows or scientific conferences to increase traffic to the MaxCyte booth, drive attendance to MaxCyte sponsored events and generate new, highly qualified leads that grow the sales funnel.
- Supports sales with other lead qualification activity.
- Reconciles leads / contacts in the MaxCyte CRM system with industry lists to ensure that all companies in a focused market segment are aware of the MaxCyte brand and have actions driven through the CRM system.
- Brings ideas to the table to help drive revenue.
- Monitors competitive activity and trends.
- Attends trade shows, conferences, and internal sales meetings.

Job Requirements:

- 2-3 years of work experience as an inside sales representative, preferably in the Life Sciences industry.
- Bachelor of Science degree in biology, chemistry, or a related science preferred; will consider a BA with 2-3 years equivalent sales experience in the life sciences industry.
- Strong technical knowledge in cell therapy, protein production, immunology, and cell-based assays.
- Hands on experience with CRM systems, preferably Salesforce. Microsoft Office proficient.
- Well-developed qualification skills and a thorough understanding of the sales process.
- Strong history of successfully increasing the sales pipeline through self-initiated calls and e-mails to potential customers and moving opportunities through the sales process.
- Excellent written and oral communication skills and ability to communicate in a proactive and solution-focused manner, including keeping management aware of potential issues and opportunities.

- Detail oriented with the ability to effectively organize time and priorities and work in a fast-paced, deadline driven work environment.
- Ability to travel ~ 10 - 20%.

MaxCyte, Inc. is an equal opportunity employer. To apply, please send your resume and cover letter to careers@maxcyte.com. Please reference **East Coast Inside Sales** in the subject line.