



Sales Manager – MidAtlantic Region US

ABOUT MAXCYTE:

MaxCyte is a leading provider of cell-engineering platform technologies to advance innovative cell-based research, development, and commercialization of next-generation cell therapies. The company's existing customer base ranges from large biopharmaceutical companies, including 20 of the top 25 pharmaceutical companies based on 2020 global revenue, to hundreds of biotechnology companies and academic translational research centers. MaxCyte has granted 15 strategic platform licenses to commercial cell therapy developers that allow for more than 75 clinical programs. Founded in 1998, MaxCyte is headquartered in Gaithersburg, Maryland, US.

JOB SUMMARY:

This high-performance individual will manage current business and identify new opportunities within existing accounts, as well as identify, pursue and close new opportunities within his/her territory. Responsibilities include direct sales of the company's transfection technology products and/or services within a geographic territory of pharmaceutical, biotechnology, and government accounts. (S)He must develop and maintain strategic account plans, report on competitor activities, participate as part of global account team(s), and provide accurate forecasts of sales activity. (S)He must become technically knowledgeable and able to deliver technical seminar presentations on all MaxCyte products.

TERRITORY

OH, NY, NJ, PA, DE, MD, and DC

JOB DUTIES:

- Meet or exceed established sales targets for the territory
- Maintain strong relationships with existing customers
- Identify and develop in-roads into new accounts and sell to new accounts
- Develop and follow a territory management plan to maximize sales growth in the territory

- Follow up on all sales leads in a timely manner
- Provide accurate sales forecasts on a weekly basis utilizing our CRM system
- Enter contact information and sales opportunity updates into CRM on a daily basis
- Conduct appropriate account research to understand the primary lines of business and financial situation of every account and identify key decision makers within each account
- Effectively present the capabilities and value of MaxCyte technology
- Generate quotations on MaxCyte technology
- Organize and oversee demonstrations of MaxCyte technology, working closely with the applications team to ensure the value of MaxCyte technology is clearly communicated to the customer

JOB QUALIFICATIONS:

- Minimum of a BS degree in life sciences
- Located in the PA, NY, NJ or MD area
- 5+ years direct sales experience in companies that develop, market, and sell life science tools to biotechnology, pharmaceutical and research markets is required
- Experience selling capital equipment (\$100K+) to pharmaceutical and biotech accounts in the MidAtlantic region of the US. Capital equipment sales experience must be recent experience.
- Proven track record of success
- Strong customer network especially in the areas of protein production, cell therapy, immunology, cell biology, and high throughput screening and high content screening.
- Strong territory management skills and availability for ~40% overnight travel.
- Well-developed qualification skills and a thorough understanding of the sales process complimented with the ability to move opportunities through the sales process.
- Strong technical knowledge in protein production, immunology, and cell based assays
- Understanding of transfection techniques and technologies
- Proven track record of success in entrepreneurial organization; “roll up sleeves” with minimal supervision and in-house resources to deliver performance objectives
- Ability to sell at any level in the customer organizations, from bench scientist to CEO

ADDITIONAL JOB QUALIFICATIONS:

- Must be results oriented
- Ability to project a positive image of self and MaxCyte
- Possess a contagious enthusiasm
- Ability to build strong relationships quickly
- Strong communication skills, both written and verbal, with the ability to earn the customers' trust
- Professional sales training i.e. SPIN, Strategic selling or other preferred but not required
- Ability to respond positively to constructive criticism and translate coaching into positive behavioral changes

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