



Sales Manager/Senior Sales Manager, New England

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 licenses have been granted to more than 120 cell therapy programs, with more than 90 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.

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, academic 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

New England Strategic Key Accounts

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 Boston area
- 7+ 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 Central 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 ~20% 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 **Senior Sales Manager NE** in the subject line.