

East Coast Sales Representative – ImaBiotech Corp.



Company: ImaBiotech Corp.

Position: Regional Sales Representative

Location: Boston

Job Category: CRO Services-Preclinical/Clinical; Drug Discovery, ADME, Toxicology, Pharmacology, Translational Medicine, and Biomarker Research Imaging Services

The Company: ImaBiotech is a contract research organization (CRO) that offers services in mass spectrometry imaging (MSI); along with developing and implementing new imaging technologies, such as Quantinetix™ and Multimaging™. In order to accelerate drug development, ImaBiotech offers services, such as MALDI high resolution mass spectrometry imaging to provide a cost effective solution for preclinical and clinical studies. This molecular technique is used both qualitatively and quantitatively for understanding the efficacy and toxicity of drug candidates.

Position Summary: ImaBiotech is looking for a Regional Sales Representative to aid in the expansion and revenue growth of our company on the East Coast - USA. Qualified candidates should be analytical, creative, collaborative, self-motivated, quick learners, and have an entrepreneurial spirit.

If you have experience selling services or products/instrumentation to the preclinical or clinical areas, then we would definitely like to speak with you!

Primary Responsibilities:

- Undertake sales activities on the East Coast USA with CRO experience selling to Pharmaceutical and Biotech companies, especially in the areas of early phase (Preclinical - Drug Discovery, ADME, DMPK, and Toxicology) and late phase (Clinical) development
- Identify organizations and individuals online to establish new leads and potential new markets
- Develop sales activity with regular updates of leads, contacts, and opportunities in Salesforce
- Pursue decision makers by contacting them through phone, email, social media., etc. to establish rapport, identify requirements, and schedule meetings for the ImaBiotech Technical Team
- Attend conferences, meetings, and industry events that are relevant for business growth

The position's primary objective is seeking out and building quality relationships with new and existing collaborators/partners/sponsors. The position receives substantial support from our Study Managers and Senior Scientists in developing proposals to closing the sale, which is a team effort.

Minimum Qualifications of Position:

- Bachelor's Degree in Life Sciences
- Established in the Pharmaceutical or Biotech industry
- Experience selling highly technical scientific services and/or instrumentation
- Experience selling Preclinical to Clinical CRO Services with demonstrated success is a bonus
- Proficiency in the Microsoft Office Suite
- Have strong verbal, written, and graphic communication skills

For inquires or resume submission, please contact the following:

Email: recruitment@imabiotech.com

Phone: 1-857-777-6764

We look forward to receiving your resume for this exciting position at ImaBiotech Corp!