



## Technical Sales Consultant

Miltenyi Biotec, Inc

Miltenyi Biotec Inc., a global leader in biological magnetic cell separation science, is seeking a Technical Sales Consultant based out of Boston, MA to service a northeastern territory that includes Massachusetts, New Hampshire, Vermont and Maine. This position is responsible for developing sales and servicing existing accounts through in-depth product line knowledge.

### Responsibilities:

- Meet and/or exceed company sales forecasts in designated territory through in-depth knowledge of market segments, expert technical sales knowledge across product line, and sales skills to convert customer leads to sales
- Identify potential sales leads and develop sales plan for converting leads to sales using available resources (targeted marketing, science, customer care, clinical & molecular representatives, etc)
- Travel (80% local) throughout assigned territory to call on regular and prospective customers to develop and maintain knowledge of accounts, solicit orders, perform product demonstrations/seminars, attend trade shows, and perform troubleshooting
- Develops strong customer relationships to enhance and maintain current and future business with Miltenyi Biotec Inc.
- Research, troubleshoot and follow through to a prompt solution with any customer question, problem, or complaint
- Accountable for maintaining customer and sales information in assigned territory
- Participate in strategic market analysis to define potential opportunity for maximizing territory sales
- Identify competitive and market trend information to assist in defining new product opportunities and special marketing programs
- Work collaboratively in shared accounts to grow the sales of the company overall

**Requirements:** Ph.D., M.S. or B.S. degree from a four-year college or university and two to four years experience in the life sciences environment; or equivalent combination of education and experience. Biology degree is preferred, and Ph.D. is highly desirable.

**Other Requirements:** Must possess a valid driver's license, evidence of insurance / insurability and ability to receive appropriate clearance to access restricted government accounts.

We offer a competitive salary, commission, car allowance, and excellent benefits package. There is no relocation associated with this position. EOE/AA

To apply go to: <https://home.eease.com/recruit/?id=174407>