



We are a leading third-party service company that provides top-notch solutions in life sciences instrumentations. Our commitment to excellence and quality has positioned us as a trusted partner for researchers, laboratories, and institutions around the industry.

Responsibilities:

- Actively seek out new sales opportunities through cold calling, networking, and social media
- Build and maintain strong relationships with existing clients, understanding their needs and providing tailored solutions
- Prepare and deliver appropriate presentations on products and services
- Create and maintain a database of current and potential customers
- Achieve and exceed sales targets by effectively managing the entire sales cycle
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Collaborate with the marketing team to develop and implement effective sales strategies
- Continuously improve through feedback

Requirements:

- Associate's degree in a relevant field (Life Sciences, Biotechnology, Business, etc.)
- Proven experience as a Sales Representative or relevant role
- Proven track record of meeting or exceeding sales targets
- Excellent knowledge of sales techniques and principles
- Strong customer service and interpersonal skills
- Ability to work independently as well as part of a team
- Ability to build rapport with clients and maintain long-term relationships
- Highly motivated and target-driven with a passion for sales
- Experience in business development or technology sales is a plus
- Willingness to travel for client meetings or trade shows
- Proficiency in Chinese is a plus



Benefits:

- Paid time off
- Competitive salary and bonus structure
- 401K with up to 5% match
- At least 50% match health insurance on select plans
- Travel per-diem
- Collaborative and innovative work environment
- Opportunities for career advancement

If you are a results-oriented individual with excellent communication skills and a passion for sales, we would love to hear from you. Join our dynamic team and take your career to the next level!

Please email your resume to career@seqgen.com