

Technical Sales Account Manager for the Mid and South Atlantic Territory

Job Opportunity

DASGIP BioTools, LLC is seeking a Technical Sales Account Manager to cover the Mid and South Atlantic regions of North America.

Company Profile

DASGIP has been an industry-leading supplier of bench-top bioreactor solutions for the biotech, pharmaceutical, and chemical industries, as well as academia and research institutions, since 1991. Process engineers, scientists and product developers use DASGIP Parallel Bioreactor Systems and software solutions for the cultivation of microbial, plant, animal, and human cells to benefit from increased productivity, high reproducibility, and ease of scale-up. DASGIP is headquartered in Juelich (Germany) and has operations throughout Europe, North America and Asia.

Job Description

DASGIP BioTools, LLC, the North-American subsidiary of DASGIP AG, is seeking a self-motivated, results oriented Technical Sales Account Manager to work in the highly competitive, fast-paced field of bioreactor solutions for the biotech, pharmaceutical, and chemical industries.

The position will be responsible for

- developing and executing sales strategies,
- initiating contact with potential customers,
- maintaining key accounts, and
- identifying needs and selling appropriate products and services.

This position will be based in the DC Metro Area and require up to 50% travel in the Mid and South Atlantic sales territory.



Desired Skills & Experience

To be considered, candidates must possess:

- Strong sales and negotiating skills, with a proven track record in closing sales;
- Experience in selling to independently owned companies as well as large single and multiple facility corporations;
- BS or MS in a Biological Science or Chemical Engineering;
- Background in biotech industry is required;
- Experience in mammalian cell culture or microbial fermentation, including previous work with bench-top bioreactors;
- Excellent verbal and written communication skills including proficiency in Microsoft Office Suite;
- Strong sense of responsibility, self-motivation and the ability to prioritize and organize work load.

Consideration for this position requires an acceptable driving record and a successful completion of pre-employment screening.

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