



Business Development Associate

February 2017

Position Description:

PathSensors, Inc. is a rapidly growing biotech company located on Baltimore's Inner Harbor. We are currently seeking high potential candidates for the position of **Business Development Associate**. The successful candidate will assist in growing sales channels, creating marketing systems and facilitating company partnerships.

Company:

PathSensors manufactures rapid pathogen detection systems utilized in security, agriculture and food safety industries. The company employs CANARY technology exclusively licensed from MIT Lincoln Laboratories. For more information visit: <http://www.pathensors.com>

Position Description & Responsibilities:

This position reports to the President and is responsible for revenue growth, brand development and marketing.

- Sales
 - Grow the sales pipeline through new lead generation
 - Manage new customer accounts
 - Implement efficient sales systems (Salesforce, Sales process)
 - Research new business verticals
 - Grow the top line
- Marketing
 - Create collateral material
 - Assist in finding and attending trade shows
 - Manage marketing platforms (AdWords, Analytics, Blog, Social media, etc.)
 - Web site development and maintenance

Background:

- Education –BS/BA in life sciences, marketing, sales, business or finance
- Strong entrepreneurial or internship experiences

Demonstrated skills:

- Good verbal and written communication skills
- Strong team player with a dedicated work ethic
- Ability to multi-task in a fast-paced setting
- Good presentations skills to both small and large groups

PathSensors, Inc. offers a competitive compensation and benefits package, along with career growth opportunities.

Applicants, please submit your resumé and cover letter to HR@pathensors.com

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