



Detecting Pathogens at the Speed of Light

March 11, 2019

Sales Associate

PathSensors Inc., a rapidly growing biotechnology company headquartered in Baltimore, Maryland is expanding its commercial team. We are seeking a sales associate to work closely with marketing and product applications to grow the company's revenue stream. This position will "build the brand" and position the organization within key markets. The candidate should have a demonstrated sales aptitude and skills to work collaboratively building customer relationships. A penchant for technology and business savvy are at the core for this position.

Company:

PathSensors manufactures and develops diagnostic systems for the rapid detection and identification of pathogens utilizing CANARY[®] technology, which is exclusively licensed from MIT- Lincoln Laboratory. CANARY[®] is a unique cell-based biosensor for detection of bacteria, viruses and toxins. Market verticals include biodefense, food safety and plant pathology. The company is constantly expanding its range of products, including development of assays and instrument platforms for emerging disease. For more information visit www.pathensors.com.

Position Description:

The sales associate is responsible for the development, implementation and execution of sales strategies with existing and new clients. This position encompasses skills in the areas of customer out-reach (phone, internet and in-person), forecasting, client identification, engagement and closing deals.

1. Identify new customers
2. Grow revenue, margins and product mix
3. Maintain the company's sales data base
4. Participate in periodic sales meetings providing status updates and forecasts
5. Create quotes, price lists, invoices and strategies for incentive pricing
6. Develop and control sales budgets and expenditures
7. Manage client relationships
8. Utilize industry best practices in sales process and customer management
9. Collaborate with the commercial team preparing and delivering presentations of the company's products and service
10. Participate in regular R&D review meetings to define customer insights and competitive benchmarks which will enhance business opportunities and product strategies
11. Work with marketing to coordinate attendance at trade shows, seminars and standard setting meetings
12. Constantly monitor the competitive landscape and market conditions to assess market potential, identify new opportunities and tactical risks



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(The above statements are intended to describe the general nature and level of work being performed. They are not intended to be an exhaustive list of all responsibilities.)

Qualifications:

The Candidate must have a bachelor's degree; preference for engineering, life sciences, business or entrepreneurship along with strong interpersonal skills and a demonstrated competence of positive customer interactions.

- Leadership skills
- Ability to work independently and as part of a cross functional product team
- Determined
- Well liked
- Comfort dealing with ambiguity
- The ability to master the company's CRM system using salesforce
- The ability to learn and utilize the Sandler sales process
- Enjoy travel

Applicants should submit a resume and cover letter to HR@pathsensors.com.

PathSensors does not accept non-solicited resumes or candidate submittals from search/recruiting agencies not already on PathSensors approved agency list. Unsolicited resumes or candidate information submitted to PathSensors by search/recruiting agencies not already on PathSensors approved agency list shall become the property of PathSensors and if the candidate is subsequently hired by PathSensors, PathSensors shall not owe any fee to the submitting agency.

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Information submitted will be used by PathSensors for activities related to your prospective employment.