

Position Description:

Commercial Group – Sales Associate

PathSensors, Inc. is a rapidly growing biotechnology company developing cutting edge diagnostic systems that use unique biosensor technology created at MIT-Lincoln Laboratory. We are in need of an early-career Sales Associate who is passionate about relationship building and is able to work cross-functionally with our various teams. A successful 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. This candidate will have an integral role in the company's immediate and long term growth and success. For more information, visit www.pathensors.com.

Responsibilities:

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 outreach (phone, internet and in-person), forecasting, client identification, engagement and closing deals.

- Identify new customers
- Grow revenue, margins and product mix
- Maintain the company's CRM
- Participate in periodic sales meetings providing status updates and forecasts
- Create quotes, price lists, invoices and strategies for incentive pricing
- Develop and control sales budgets and expenditures
- Manage client relationships
- Work with marketing to coordinate attendance at trade shows, seminars and standard setting meetings
- Constantly monitor the competitive landscape and market conditions to assess market potential, identify new opportunities and tactical risks

(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.

- Effective communicator and creative thinker, with an ability to use data to inform decisions
- Ability to work independently and as part of a cross functional product team
- 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
- Past sales or customer success experience preferred

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