

**FIELD-BASED REGIONAL SALES PROFESSIONAL –
EAST COAST AND MIDWEST**



AssayQuant® Technologies, Inc. is a pioneer in delivering innovative enzyme activity assays and Custom Testing Services. We utilize patented fluorescence-based sensor technology exclusively licensed from MIT. Our flagship PhosphoSens® assay platform, which provides a continuous and direct measure of protein kinase or phosphatase activity for > 500 targets, is revolutionizing preclinical drug discovery and development. Our unique approach enables our clients to create breakthrough medicines to treat many devastating diseases. See <https://www.assayquant.com/>

We are in search of a field-based Regional Sales Professional with a primary focus on East Coast and Midwest accounts. Reporting to the Company's Senior Vice President, Business Development, this role is pivotal in driving the Company's revenue and profitability in these designated regions through direct and indirect sales of our products and services.

Responsibilities:

- Leverage in-depth knowledge of Company technology, products, services, capabilities, customers, infrastructure, and strategy, including product and service pricing, cost, and sales history, using an entrepreneurial approach to maximize results and impact.
- Exploit in-depth knowledge of the Company's competitors' technology, products, services, strategies, and position to determine how best to win and gain market share.
- Develop and maintain a constantly evolving list of potential customers in designated regions using our sales management software (HubSpot). Focus on customer segments of highest sales value, strategic importance, and likelihood of deal closure, with an emphasis on new accounts (hunting or prospecting) while growing existing accounts (nurturing).
- Collaborate closely with various departments, including Company scientific staff, Customer Service, Technical Support, Marketing, Operations, Finance, and Legal, to ensure the successful completion of deals. This collaborative approach is at the heart of our operations and will make you an integral part of our team.
- Identify and propose new ideas for product and service offerings, new market segment opportunities, and other areas related to the potential growth of sales and profitability. Your insights and initiatives will shape our future.
- Ensure that all sales activities in designated regions are recorded and contacts and related information are maintained in contact relationship management software databases. Prepare financial and other reports as requested by the manager.

Qualifications:

- A bachelor's degree in a relevant scientific field is required; an advanced degree is strongly preferred.
- At least five years of sales and/or business development experience at a life science tools company that provides products and/or services, with a strong track record for achieving or exceeding sales targets in the drug discovery/drug development market.
- A comprehensive understanding of the drug discovery/development process, including biochemical and cell-based assay development and deployment, candidate library properties, and lead identification, profiling, and optimization, is essential. A comprehensive understanding of the role that contract research organizations and providers of services, reagents, and kits play in this process is also essential.
- In-depth knowledge of the kinase assay market, including suppliers, products, services, and technologies in common use, is strongly desired.
- A deep understanding of the key market segments of large, mid-size, and small pharmaceutical, biotech, and CRO companies, government, and academic laboratories is strongly desired. Existing contacts and relationships in these sectors are preferred, particularly at institutions performing high-throughput screening and compound profiling and especially at mid-size pharmaceutical and biotech companies.
- An excellent ability to develop global markets and build distribution and KOL networks.
- Demonstrated excellent negotiation and sales skills, financial acumen, and ability to close deals/sales and meet revenue and sales plans are essential.
- Exceptional team player, with proven ability to successfully support the efforts of other team members and communicate and collaborate effectively cross-functionally.
- Superior knowledge of standard business software, including Microsoft Office products (PowerPoint, Word, Excel, Outlook) is required. Strong analytical skills, data analysis, and effectual use of customer relationship management software are strongly preferred.
- Excellent written and verbal communication skills, including presentations, email, video conferencing, and in-person visits. The ability to work with individuals for whom English is a second language is strongly desired
- Ability to travel domestically as needed for work is essential.