

Sales Engineer – Northeast USA

Company Overview:

PBS Biotech, Inc. is a private company based in Camarillo, CA. that manufactures and sells the most advanced single-use bioreactors for the biopharmaceutical market. Our fully scalable bioreactors enable process development and commercial manufacturing of cell-based products, particularly for the rapidly emerging cell therapy market. We also provide world-class contract research and development services with leading expertise in various cell therapy product types.

Job Description:

We are currently seeking a highly motivated and experienced Sales Engineer to accelerate our growth in the Northeast United States, centered in the greater Boston area. The ideal candidate should be able to work and thrive independently, as well as collaborate remotely, while tasked with a wide variety of responsibilities related to creating new customers, managing existing relationships, and providing a local resource for basic applications, field service, and sales support.

Roles and Responsibilities:

- Prepare and deliver technical presentations explaining products and process development services to current and prospective customers
- Utilize networking skills to identify new prospective customers and follow up on leads generated through conferences and marketing materials
- Grow sales at current accounts and find new prospects to meet or exceed sales targets
- Confer with current and prospective customers to assess cell culture equipment needs and to determine system requirements
- Collaborate with Applications Engineering team to understand customer requirements and provide local application support
- Provide installation, training, and basic onsite troubleshooting
- Secure orders and manage accounts
- Generate timely, informative, concise call reports and monthly forecasts
- Help in researching and developing new products

**Requirements:**

- Bachelor's degree in a scientific discipline or equivalent (Chemical or Bioprocess Engineering a plus)
- 3+ years' experience in sales and/or applications engineering in bioprocess industry
- Previous experience with cell and/or gene therapy, cell culture, bioprocessing, and/or bioreactors is a plus
- Strong communication (verbal, written, listening) skills
- Team player with good interpersonal skills and ability to communicate across multiple disciplines successfully and accurately (internally and externally)
- Ability to perform basic troubleshooting and onsite repair with guidance from Applications Engineering team
- Flexible and adaptable to sudden changes in business needs and priorities
- This position will report directly to the VP of Global Sales with dotted line responsibility to the Sr. Director of Applications Engineering
- Must be willing to spend up to 3 months at company headquarters in Southern CA for intensive application and field service training, with ongoing travel outside the Boston area of up to 25% after initial training

Compensation:

A qualified candidate will be compensated with competitive wages, commissions, and a benefits program depending on previous experience and contribution potential.

Posting Date: December 2018