

## Job Opportunity

**Position:** Account Manager – Eastern North America

**Posting Date:** December 2020

PBS Biotech is a private company based in Camarillo, CA that produces the easiest-to-use and most technologically advanced bioreactors for the cell and gene therapy industry. Our single-use bioreactors are fully scalable for any stage of the cell culture process, from R&D to clinical to cGMP production. We provide top-notch technical service for our products in addition to R&D process development services to help our customers solve complex cell culture challenges.

We are currently seeking a highly motivated and experienced Account Manager to accelerate our growth in eastern North America, primarily located in the greater Boston area.

**Job Description:** This is a great opportunity to join a high-growth company that is focused on enabling commercial scale up of cell and gene therapies. Due to rapid growth for PBS in the Northeast, our customers need a local resource for basic application, field service and sales support.

**Duties:**

- Prepare and deliver technical presentations explaining products and process development services to customers and prospective customers
- Identify new prospective customers utilizing networking skills and follow up on leads generated through conferences and marketing
- Grow sales at current accounts and find new prospects to meet or exceed sales target
- Confer with customers and prospective customers to assess cell culture equipment needs and to determine system requirements
- Collaborate with application engineering team to understand customer requirements and provide local application support
- Secure orders and manage accounts
- Generate timely, informative call reports and monthly forecasts
- Assist in market research for developing new products

**Requirements:**

- Bachelor's degree in a scientific discipline or equivalent. Chemical or Bioprocess engineering a plus.
- At least 3 years experience in sales and/or applications engineering in bioprocess industry.
- Experience in cell culture, bioprocess, bioreactors, cell and/or gene therapy all desirable.
- 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).
- Flexible and adaptable to changing priorities.
- This position will report to the VP, Global Sales.
- On going travel outside Boston area of up to 50%.

**Compensation:** A qualified candidate will be compensated with competitive wages, commission and benefit program depending on previous experience and contribution potential.