



https://intscanada.com/job/sales-and-marketing-assistant-manager-ph-d/

INTS CONSULTING - Sales and Marketing Assistant Manager Ph.D

Hiring organization
INTS Consulting

Description

Date posted
2023-10-23

Benefits

Pulled from the full job description

- Dental care
- Extended health care
- On-site parking
- Vision care

BIO BASIC INC. has been a leading manufacturer and provider for life science products and related services since 1995. Bio Basic strives to be a One-Stop-Shop providing the highest quality research products at the most competitive price.

JOB SUMMARY: We are looking for a talented sales and marketing representative who will be focused on selling and promoting our various laboratory products and services while performing marketing related duties. The candidate will be required to work effectively with our clients, as well as seek-out, identify, and establish business relationships with potential distributors, biotechnology firms, and pharmaceutical companies. The ideal candidate should be an energetic, outgoing, creative, and highly-motivated individual with exceptional verbal and written communication skills. We are looking for someone who is comfortable contacting potential clients and generating new leads, and possesses creativity and enthusiasm for developing sales through various media.

CAREER LEVEL: Experienced. Must have Ph.D degree in related fields.

TO APPLY: Please submit a resume, cover letter and unofficial transcript. References will be requested for selected candidates.

Responsibilities and Duties

RESPONSIBILITIES INCLUDE:

Generating new leads for Biotechnology products and/or services (via

phone, in-person and e-mail)

- Meeting monthly sales targets
- Developing product and service knowledge sufficient to successfully conduct effective telephone sales.
- Communicating sales objectives and action plans to management via weekly updates, and monthly summary reports
- Generating and implementing new marketing strategies.

Qualifications and Skills

QUALIFICATIONS:

- M.Sc or Ph.D (Biochemistry, molecular biology, microbiology and immunology preferable). **All others will not be considered. Please do not apply if you do not qualify.**
- Strong mastery of the English language (both written and verbal) is required
- Candidate should be well versed in lead generation strategies including electronic forms.
- Knowledge of Molecular Biology Kits, Biochemicals, and other Bio Basic services is an asset
- Passionate about sales
- Must be responsible with high organization skills
- Independent and able to manage multiple timelines and objectives successfully
- Excellent understanding of the sales process
- Strong interpersonal and communication skills
- Proficient in Microsoft Office Word/Excel/PPT

Job Type: Full-time

Salary: \$45,000.00-\$100,000.00 per year

Benefits:

- Dental care
- Extended health care
- On-site parking
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Schedule:

- 8 hour shift

Supplemental pay types:

- Commission pay

Work Location: In person