

## **Example Technical, Sales, or Marketing Scientist job description (large biotechnology company)**

### **Account Manager-Biopharma Southern California Region**

#### **Your Tasks**

As a member of the company North America Sales Team, you will be responsible for our full line of research products. You will use your in-depth knowledge and expert technical skills to strategize and implement sales action plans while simultaneously expanding existing customer relationships within biopharma clientele. In addition, you will analyze the accounts for new product opportunities and act as a knowledgeable resource for customers who have questions or product-related issues. As a team player, you will share in overall experiences encountered and help to support continuous success within the Sales group. Overall, your outgoing nature and ability to gain buy-in from others will help cultivate company's scientific and professional reputation, and as a result build increased sales opportunities.

#### **Requirements**

- Ph.D., M.S., or B.S. degree from a four-year college or university and a minimum of four years sales experience in Biopharma; or equivalent combination of education and experience
- A thorough grasp of either immunology, stem cell biology, cancer biology, and/or molecular biology
- Must possess a valid driver's license, evidence of insurance/ insurability, ability to receive appropriate clearance to access restricted government accounts, and authorized to work in the U.S.

#### **Physical Demands**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. While performing the duties of this job, the employee is regularly required to walk; use hands to finger, handle, or feel; reach with hands and arms, talk and hear. The employee is required to stand; climb or balance and stoop, kneel, crouch. The employee must occasionally lift and/or move up to 50 pounds (dual lift). Specific vision abilities required by this job include close vision, color vision, peripheral vision, depth perception and ability to adjust focus. Must have ability to handle more than one task at a time and must work at a rapid pace while maintaining attention to detail. Must be able to travel routinely by car and plane.

#### **Work Environment**

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. This job is performed in a variety of facilities. Each person performing this job must have a home office environment, which is temperature controlled. This job requires the person to be mobile to visit customer sites. Due to the travel requirements, this position may be exposed to natural elements of nature. Used research/clinical equipment may be handled in this job and strict safety guidelines and SOPs must be followed and Personal Protective Equipment must be worn. All persons performing this job will receive appropriate training prior to engaging in work requiring Personal Protective Equipment or SOP procedures.

Our culture is one of bold scientific innovation. Join a fresh and collaborative working environment that encourages contribution, innovation, and growth.

Progress prospers with inspiration and curiosity. For 30 years company has been developing products and services that are used in basic research, translational research and cell therapy. Today we are a team of more than 3,000 scientists, physicians, engineers, marketers and numerous other specialists.

At our company, innovative ideas are being turned into cutting edge products. Together, we are passionate about driving biomedical progress towards curing severe diseases.