

Job Title: Technical Sales Representative - Recombinant Protein and Enzyme Sales

Job Description:

We are seeking a highly motivated Technical Sales Representative to join our team and contribute to the growth of our recombinant protein and enzyme sales business. The ideal candidate will have an advanced degree in Biochemistry or Immunology, as well as hands-on experience in protein and antibody research, ELISA, WB, and other related techniques.

As a Technical Sales Representative, you will be responsible for developing and maintaining relationships with customers, identifying new business opportunities, and providing technical support and expertise to customers. You will work closely with our sales and marketing teams to develop and implement strategies to meet sales targets and grow our business.

The successful candidate must be bilingual in Chinese and English, with excellent communication and interpersonal skills. Experience in technical sales is preferred, but not required. H1B sponsorship is possible for qualified candidates.

Key Responsibilities:

- Develop and maintain relationships with customers, including key opinion leaders and decision-makers in the biotechnology and pharmaceutical industries.
- Identify and pursue new business opportunities to meet sales targets and grow our business.
- Provide technical support and expertise to customers, including training on the use of our products and troubleshooting technical issues.
- Collaborate with our sales and marketing teams to develop and implement strategies to promote our products and increase sales.
- Attend scientific conferences and trade shows to represent our company and promote our products.
- Prepare and deliver technical presentations and proposals to customers.
- Maintain accurate records of customer interactions and sales activities in our CRM system.

Qualifications:

- Advanced degree in Biochemistry or Immunology.
- Hands-on experience in protein and antibody research, ELISA, WB, and other related techniques.
- Bilingual in Chinese and English.
- Excellent communication and interpersonal skills.
- Experience in technical sales is preferred, but not required.
- Ability to work independently and as part of a team.
- Willingness to travel as needed, up to 30% of the time.
- H1B sponsorship is possible for qualified candidates.