**Sales Manager**

**Location: East Coast**

In this position, you will be expected to:

• Identify and evaluate potential new business opportunities to sell the company’s products and capabilities to academic, biotechnology and Pharmaceutical customers.

• Initiate and develop productive client relationships in multiple functions (e.g., procurement, laboratory manager, bench researcher) with client accounts and at multiple levels within them (graduate student, scientist, project manager, principal investigators and executive levels)

• Achieve or exceed sales quota and objectives, while maintaining profitability and ensuring focus on customer happiness and support

• Develop strong collaborative relationship with Product Management, Marketing, Technical and Customer Support

• Coordinate and conduct technical seminars related to the responsible portfolio

• Develop a strong understanding of assigned products and applications used by our customer base, as well as features and benefits of competitor products

• Play an active role within the North America commercial team to share leads, develop opportunities, add to team spirit, and improve account penetration.

• Consistently and accurately lead sales processes including sales forecasting, pipeline management, and sales tracking through the use of designated IT tools.

• Evaluate, attend and support local trade shows and conferences as needed

• Positively represent Yeasen at all times throughout customer locations.

• Assist and coordinate with account receivable team to monitor the AR aging and follow up with customers for the accounts payable balance.

**Required Qualifications**

1. Education background: bachelor degree in biology or related

2. Work experience: Over 5 years of sales or BD experience and over 3 years of

sales team management experience in biotechnology industry

3. Skills: Excellent communication and negotiation skills, ability to develop deep and

long-term business relationship

4. Language: Fluent in English, with excellent written and verbal skills

5. Travel: Accept travel arrangements in national market