

## **HMT Sales Representative**

### **SUMMARY**

Responsible for all sales activities in assigned accounts or regions. Manage quality and consistency of product and service delivery.

### **PRIMARY RESPONSIBILITIES**

- Present and sell HMT's services, reagents and kits to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations, proposals and sales contracts.
- Establish and maintain current client and potential client relationships.
- Identify and resolve client concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinate company staff to accomplish the work required to close sales.
- Help the company implement its marketing plans as required.
- Follow-up for collection of payment.
- Coordinate shipping schedules and delivery of merchandise and services.
- Fulfill other duties and responsibilities as assigned.

## **KNOWLEDGE AND SKILL REQUIREMENTS**

- BS degree in Biology, MS or Ph.D. preferred.
- Minimum of three years sales experience in a life science field, experience in metabolomics is a plus.
- Minimum of three years of experience in a life science application using liquid chromatography and mass spectrometry, GMP/GLP knowledge is a plus.
- Strong background in pharmaceutical industry.
- Knowledgeable in the area of genomics, proteomics and metabolomics.
- Understanding of the life science market from the research stage through commercialization.
- Positive, team oriented and flexible personality.
- Must be willing to do overnight travel at least 25%.

## **WORKING CONDITIONS**

Working conditions are normal for an office environment. Work requires significant local travel and requires occasional overnight travel and weekend and/or evening work.

### **HMT America contact:**

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