

Location: Westlake Village, CA

Seeking your personal challenge?

Implen is a leading provider of systems solutions for the analysis and the mixing (agitation) of nanovolume samples. Main application areas in a rapidly growing market are leading edge technologies for example PCR, Sequencing, microarray based genomic hybridization (Array CGH), fluorescence in-situ hybridization (FISH) as well as expression profiling and protein array technologies.

Together with our partners we develop application tailored products which are sold on a worldwide basis. Our success is based on innovative, future oriented products, a well balanced portfolio of solutions (consulting, support, training) and a highly motivated team.

To take maximum advantage of the market potential for our products we are looking for an

Area Sales Manager California

Responsibilities

- Full coverage in the territory to include Biotech, Bio Pharmaceuticals, Industrial and Academic accounts
- Establish new accounts, support of existing customer base
- Planning and execution of local marketing activities (vendor shows, conferences, etc.)
- Networking with representatives of other areas as required or necessary to create a team effort to secure business
- Create budget plan together with management
- Frequent updates to management: sales funnel, territory status, competitive information, etc.

Requirements

- Degree in Biology, Biochemistry or equivalent education
- General understanding of market requirements
- Excellent communication skills
- Sound computer skills (Microsoft Office products, etc.)
- Teamplayer qualities
- Customer oriented thinking
- UV/Vis spectroscopy experience is a plus

Interested? Please send us your resume or give us a call for further information on this exciting opportunity

Implen, Inc.

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