

Territory Sales Manager

Biotech and Biopharma contribute over 200 megatonnes of carbon dioxide emissions every year, and 40% of these emissions are attributable to procured goods and services. In short, the most effective and immediate way to reduce the environmental impact of the life science industry is to address the billions of pounds of single-use plastics burned and buried every year.

When you join us at Polycarbin, you will become a part of a mission-driven team with a common goal to decarbonize the life science and health science industries. Founded by two former scientists, Polycarbin's Closed-Loop platform has brought to market the only line of sustainable, circular economy laboratory consumables and translated responsible material management into measurable decarbonization data. Help us make science more sustainable by transforming the single-use scientific supply chain and scaling our low carbon, close-loop solution!

Location/Division Specific Information

We are a team committed to supporting sustainable science across research, validated and regulated environments in biotech, pharma, academia, and industrial/environmental customers.

Our Territory Sales Managers are responsible for the sale of Polycarbin's Closed-Loop Collection of Lab Products within a defined territory. They develop opportunities for growth within new and existing customer segments, nurture customer relations, and ensure success when executing on sales and profit forecasts. This is an excellent opportunity for a mission driven, energetic, professional who is looking to grow with a company transforming the industry.

What will you do?

- Maintain a pipeline of opportunities to meet or exceed sales objectives
- Manage customer regions to ensure effective relations with both the end user and purchaser
- Develop sales strategies to meet KPIs and grow business within assigned region
- Perform virtual and in-person sales calls with all customers and potential customers in the assigned region
- Stay informed of new products/services of interest to customers incorporating this data in the business plan

- Work collaboratively with larger team to introduce new products and services
- Regularly maintain reporting and files necessary for proper management of region

Desired Qualifications:

- 1-2+ years of sales experience, preferably in the research laboratory industry OR lab experience
- Able and willing to travel to customer locations
- Bachelor's degree preferred, preferably in the sciences.
- Strong interpersonal, oral and written communication, and presentation skills
- Computer proficiency in MS Office and the internet
- Strong organizational skills required to multitask and meet deadlines as needed
- Strong industry, pharmaceutical and science background preferred

