

Ventria Bioscience

Position Title: Account Manager

Role: InVitria Product Sales

Location: Fort Collins, CO/Boston, MA

Supervisor/Hiring Manager: Victor Hicks

Role Description:

Individual will serve as an Account Manager for InVitria products. Position will be responsible for developing customer base and providing solutions to meet customer product needs while demonstrating the highest level of professionalism. This person will generate sales, provide regular sales reports and assist with any customer service issues.

Expectations:

- Secure sales opportunities and meet sales performance measures to drive product revenues and establish customer loyalty in a cost-effective way.
- Track leads, sales opportunities, completed sales orders and customer satisfaction in the InVitria sales database, i.e. Salesforce.com.
- Work with the VP - Commercial Director to develop sales forecasts for production planning and financial projections.
- Provide brand marketing of InVitria products and assist VP - Commercial Director to identify viable sales products for company.
- Identify strategies to maximize revenues per dollar of sales/marketing investment. Track progress monthly and set personal stretch targets.
- Develop efficient sales process to generate leads and convert leads into cash by building strong customer relationships and win the ties.
- Demonstrate an entrepreneurial attitude and develop a trustworthy rapport with customers.
- Relationship builder—works with customers to understand and meet their product needs through creative solutions and superior customer service.

Required Qualifications:

- Bachelor's degree or associates/technical college degree or equivalent experience.
- At least five years experience working in the cell culture\fermentation industry.
- Highly proficient in Microsoft Office (Outlook, Excel, Word, and PowerPoint) and ability to learn and effectively implement Salesforce.com.
- Self-starter, highly motivated, meets expectations with minimal supervision.
- Strong interpersonal skills including empathy, verbal and written communications skills and understands when "less is more."
- Wears the customer's shoes, yet advocates strongly for Ventria's interests.
- Closer. Can convert leads into cash.
- Flexible, willing to perform additional duties to support the growth of InVitria.
- Entrepreneurial attitude.
- Highest standard of ethics in relations with customers and colleagues.