



TECHNICAL SALES

SUMMARY

Responsible for driving the company's sales objectives and identifying new opportunities for VGXI's business within the assigned territory through proactive efforts and professional outreach.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Research and monitor industry trends to identify new business opportunities
- Develop and implement strategies to achieve sales targets and drive ongoing growth
- Establish connections and build relationships with target accounts
- Communicate professionally and provide support for client meetings and on-site visits
- Gather and interpret project requirements for efficient quote/proposal generation
- Collaborate closely with the Business Development team and other internal departments to ensure projects and scope are in-line with needs of the business and client requirements
- Assist in planning and implementing the company's conference strategy
- Represent VGXI at industry meetings, trade shows, and conferences
- Prospect and coordinate partnering meetings to present the company's capabilities and services to key decision makers
- Utilize CRM software to effectively manage client communications and track sales opportunities
- Consolidate and regularly provide updates to management on sales activities and forecasts

EDUCATION and/or EXPERIENCE

- Bachelors or Associate's degree in the life sciences 1-3 years of technical sales or relevant client account management experience.
- Excellent written and verbal communication skills.
- High level of proficiency in Microsoft Office including Word, PowerPoint and Excel.
- Experience with Salesforce or a similar CRM software is a plus.
- Prior biologics CMO, pharma, or biotech experience is a plus.

OTHER

- Up to 20-25% travel required.
- Travel expectations will likely be focused in the US.
 - Clients could be worldwide initially, with the majority of clients in the US.
 - The position may be expected on occasion to support client calls outside of standard business hours to accommodate other time zones.

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