



Open Position: Sales Manager (Individual Contributor – Western US)

Date: June 08, 2023

Job Summary:

The following are the duties & responsibilities related to the Sales Manager position:

- As a VRL Sales Manager, the role will be to maintain and grow the preclinical research testing, biologic material testing, and animal health monitoring services segments of the business within **the Academic, Biotech, Pharma and CRO markets**.
- Your **customers** will include, study directors, scientists, research associates, research technicians, and laboratory animal veterinarians.
- The responsibility of this role includes cultivating long-term relationships with key customers and thought leaders in the territory as well as generating new business through lead to opportunity conversion.
- Success will come as you protect and expand business by working with clients on preclinical research projects, biological material testing programs, and growing the research animal health monitoring laboratory business.
- Establish and maintain relationships of existing and potential customers, including preparing and following up on quotations and bids.
- Deliver seminar-type presentations to individuals or groups of potential and existing customers on our service portfolio, in both a virtual and in-person environment.
- Complete all sales administration, including completing all CRM requirements & territory management activities.
- Business review participation, including presentation of financial models, cost justification, comparison and market feedback. Communicate competitive issues to marketing organization and business unit manager.
- Responsible for translating customer needs into custom profiles.
- Responsible for customer billing questions, assistance in dispute resolution, collections, and customer satisfaction.
- Provide annual forecasting and perform regular reviews for the region as well as each individual sales territory.

Job Qualifications:

The following are the minimum qualifications related to the Sales Manager position:

- **Education:** Bachelor's degree (B.A./B.S.) or equivalent in life sciences, sales or related field experience required. Master's degree preferred.
- **Experience:** Minimum 8 to 10 years relevant industry experience, with at least five of those years with direct client interface. Scientific and research background preferred.
- An equivalent combination of education and experience may be accepted as a satisfactory substitute for the specific education and experience requirements.
- **Certification/Licensure:** NA
- **Other:** Excellent interpersonal, customer relationship, proactive selling, and leadership skills. Familiarity with Microsoft office and Salesforce CRM. Other duties as assigned.

Territory Information:

Primary concentration in Mid-Atlantic/Southeast, Northeast, and Western US positions available.

PHYSICAL DEMANDS:

Forty percent (overnight) travel and weekend work required.

If interested, please contact John Firreno john.firreno@vrl.net