

# CelVivo is looking for a Sales Executive in Biotech

**Location:** Boston, MA

## About Us:

CelVivo is a leading biotech company dedicated to developing innovative solutions for cell culturing. We are committed to improving lives and making a positive impact on the life science industry.

## Job Summary:

As an Inside Sales Representative, you will play a crucial role in driving revenue growth by identifying, qualifying, and closing sales opportunities within the biotech market. You will work closely with our sales team to develop and execute effective sales strategies, build strong customer relationships, and achieve sales targets.

## Responsibilities:

- **Prospecting and Lead Generation:** Identify and generate new leads through various channels, including cold calling, email marketing, and social media outreach.
- **Qualification:** Assess potential customers' needs and determine their suitability for our products or services.
- **Sales Presentations:** Deliver compelling product presentations and demonstrations to prospective customers, highlighting key benefits and addressing their concerns.
- **Negotiation:** Negotiate terms and conditions of sales contracts to maximize revenue and profitability.
- **Customer Relationship Management:** Build and maintain strong relationships with customers throughout the sales cycle.
- **Sales Pipeline Management:** Track and manage sales opportunities through our CRM system, ensuring accurate forecasting and reporting.
- **Collaboration:** Work closely with the sales team to develop and execute effective sales strategies.

## Qualifications:

- Bachelor's degree or equivalent experience in sales, marketing, or a related field.
- **Proven track record in Biotech/Life Science sales is a must (3 Years Min Experience required to be considered).**
- Strong communication and interpersonal skills, both verbal and written.
- Excellent presentation skills and the ability to build rapport with customers.
- Proficiency in using CRM software and sales tools.
- A passion for the biotech industry and a desire to make a positive impact.

- Ability to travel as needed within your territory.
- **Must be currently located in the Boston area.**

**Benefits:**

- Competitive salary and commission structure.
- Comprehensive benefits package, including health insurance, dental and vision.
- Opportunities for professional development and career advancement.
- A collaborative and supportive work environment.
- Company issued laptop and phone.

If you are a highly motivated and results-oriented individual with a passion for the biotech industry, we encourage you to apply for this exciting opportunity through LinkedIn [here](#).