



## Sorbent Technologies Sales Account Manager

The future is at your fingertips. You've just been allowed to influence technology like never before. Empower cutting-edge scientists who are creating the future for all of humankind. That is life at Sorbtech.

Sorbent Technologies, Inc. is an industry leader in purification solutions and chromatography products for separation scientists. Our clients include the top 100 U.S. pharmaceutical companies, major research universities, CRO/CMO firms, and fortune 1000 industrial firms. With over 22 years of strong relationships with our customers, we are looking to expand our sales team and our business.

You will be joining a team of passionate, dedicated, and very focused professionals who believe in strong customer relationships as the basis of our customer-first business model. This position is key to our growth, and you will be an active, important part of our future and continuing success. We manage our team with clear goals, provide the right tools to succeed, and most importantly permit you to make decisions and have ownership of your position.

If you are a focused, dedicated contributor that works diligently to succeed, that believes success is measured by how you exceed management expectations and help your customers to win, that creativity in your position is important, someone who uses metrics to measure your progress and that you need to be the very best at what you do, then this position is for you.

You will be responsible for managing your territory, and engaging with prospects to understand their processes, challenges, and how our products guide them to succeed. Full training is provided with continual, ongoing, professional, third-party sales development skills training, certification, and assessment.

### **Your duties include:**

- Create and advance relationships with customers to ensure you understand their needs, their challenges, and how they measure their success.
- Utilize telephone, email, web conferencing, mail, etc. to effectively communicate and delight customers to advance sales opportunities
- Employ a CRM database to track sales activities, work active opportunities, create quotes, and report on metrics and initiatives in your territory
- Follow our established sales processes while proactively seeking improvement, speed, and increased positive results and sharing with management your recommendations
- Consistently maintain a positive demeanor, be a team player and strive to learn and contribute to company culture
- Attend industry trade shows when requested

### **Skills and Qualifications:**

- Undergraduate degree in a scientific discipline-chemistry strongly preferred
- Previous experience in sales with a hunter mentality and mid to strong sales knowledge
- Excellent communication skills both verbal and written
- Ability to plan, execute and succeed with steadfast attention to detail and metrics
- Excellent organizational skills with the ability to multitask, plan and execute that plan.
- Proficiency in MS Office and or CRM Experience is required
- Desire to advance to sales management

### **Start Date: Immediate**

### **Salary Range:**

The base salary range is from \$60K to \$85K per year, plus an uncapped, generous commission plan. Our compensation offer is based on prior sales experience, documented track record of results, job-related skills, education, and/or chromatography lab experience.

**Job Type:** Full-time Job Benefits: 401(k) Plan with 3% company contribution, Health Insurance, Life Insurance, Long Term Disability Insurance, 3-week PTO, Casual Dress, Monday-Friday daytime hour

Contact: [jobs@sorbtech.com](mailto:jobs@sorbtech.com)