

Seeking National Sales Manager to join our expanding team

Ceres Nanosciences Inc. (“Ceres”) Ceres Nanosciences Inc. (“Ceres”) is engaged in the research, development, and commercialization of innovative sample preparation products, based on its proprietary Nanotrap® particle platform. Nanotrap® particles capture, concentrate, and preserve the most valuable analytes, enabling early and accurate detection of diseases such as cancer, cardiac, neurological, and infectious diseases, resulting in improved patient outcomes and reduced health care costs.

Role Description:

- Field based role, ability to travel up to 75% of each week
- Cultivate and maintain positive relationships with partners in order to identify qualified leads, grow market share and increase revenue, and minimize customer attrition
- Develop and drive tactical plans for generating sales qualified leads
- Drive demand for and adoption of new products to deliver on quarterly & annual order and sales revenue targets
- Optimize cycle time by using Salesforce.com (CRM tool) to maintain customer and account activity, to map visibility and drive market share, and to prioritize sales funnel

Required Credentials:

- Bachelor’s degree in field with 5+ years of related healthcare sales experience, preferably in reagent sales or laboratory diagnostics OR Master’s degree in field with 3+ years of related healthcare sales experience, preferably in reagent sales or laboratory diagnostics
- Proven sales success, specifically in selling premium-priced products
- Experience engaging multiple customer call points, to include both laboratory and outside-of-the laboratory
- Strong interpersonal, presentation and communication skills
- Demonstrated excellent customer relations/service skills
- Goal oriented, results driven
- Works independently and team oriented
- Networking skills to grow the business
- Proficient in computer skills (Excel, Word, PowerPoint, Business Google, Salesforce)
- Demonstrated excellent time management and organization, project management skills

Diversity and Inclusion

Studies have shown that women and people of color are less likely to apply to jobs unless they meet every single qualification. At Ceres Nanosciences we are dedicated to building a diverse, inclusive, and collaborative workplace. If you’re interested in this role but your past experience doesn’t align perfectly with every qualification in the job description, we encourage you to apply.

Interested candidates should email a cover letter and CV to jobs@ceresnano.com