

altona Diagnostics USA, Inc. is a Plain City, OH based company with headquarters in Hamburg, Germany. The company focuses on the sales and technical support of real-time PCR based reagents, developed and manufactured by our scientists in Hamburg, for the detection of pathogen specific DNA/RNA.

For the **sales territory East Coast of the United States** we are looking for an experienced

## Sales Account Manager

with a demonstrated understanding of selling in a highly technical molecular laboratory market to join our team. The ideal candidate should have a strong track record of increasing sales and should be based in the sales territory.

### Responsibilities

- Develop and manage designated sales territory (East Coast of the United States)
- Expand customer base through sales, references, and training sessions
- Perform on-site demonstrations
- Attend trade shows and molecular diagnostics conferences/meetings
- Assist customers with product implementation and technical support
- Forecast sales revenue and activities

### Requirements

- Bachelor's Degree in related field
- Hands-on molecular lab experience preferred
- Excellent written and verbal skills
- Ability to manage multiple priorities in an organized and productive manner
- Willingness to travel and flexibility in time management

### Our Offer

altona Diagnostics USA, Inc., as an Equal Opportunity Employer, offer a challenging position with a flexible, highly motivated and friendly working environment in a rapidly growing and globally expanding company.

### Interested?

Please submit your cover letter and resume, including your salary expectations and your earliest start date, to Mr. Tyler Carney by email. For more information please contact us by phone.

We look forward to meeting you soon.

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