



CELLTREAT Scientific Products

Outside Sales Representative - Mid-Atlantic Region

About us

CELLTREAT Scientific Products is a supplier of laboratory products for the Life Science industry. In 2022 we added to our strengths with the acquisition of VistaLab Technologies. Our strong focus on our customers, team, and values creates a fun and rewarding work-hard/play-hard environment. See what the Green Team has to offer. You're going to love working here.

What you can expect:

- Candidate that fills this position have the opportunity to develop into a future sales manager
- Team members who “get it done” are appreciated, recognized, and rewarded.
- Learn new skills, build your experience, and grow with the company.
- Share the prize – bonuses, activities, recognition program, integrated sales and marketing team and more!

Responsibilities Include:

- Manage and grow sales within assigned geographic region (New York down through Maryland, located in Philadelphia area ideal but not required)
- Build rapport with key distribution partners within region
- Respond to inbound leads in a timely fashion
- Participate in development and execution of commercial strategy
- Understand and ability to explain full product line to potential customers and channel partners
- Embrace the entrepreneurial nature of the company with out of the box thinking and creative solutions
- Travel to Accounts, Shows, and Channel Partner Facilities

Skills Desired:

- Sales experience (2+ years)
- Live within Geographic Territory
- Familiarity with cell culture or biology research and supplies ideal.

- Proficiency with Excel, Word, PowerPoint, etc.
- Excellent organization skills
- Willingness to travel approximately 50%
- Self-starter

Job Type: Full-time

Benefits:

- 401(k) Matching
- Cell phone reimbursement
- Expense account
- Flexible schedule
- Health /Dental/Vision / Life insurance
- Mileage reimbursement
- Paid time off
- Paid training
- Parental leave
- Retirement plan
- Travel reimbursement
- Work from home

Compensation Package:

- Bonus opportunities
- Commission pay
- Profit sharing
- Quarterly bonus
- Signing bonus

Schedule: Monday to Friday

Willingness to travel: 50% (Preferred)

Work Location: Remote

Send resumes to drewh@celltreat.com