



Job Title: Technical Inside Sales Consultant

Type of Employment: Contract

Location: US-Remote

Hours/Time: Flex

This part time contract position is an ideal opportunity for a life science sales professional who desires to work remotely, maintain a flexible schedule, and not travel. The successful Technical Inside Sales Consultant will call upon their experience selling products into the life science research market. A broad understanding of cell biology and cell culture tools and technology is required. Main responsibilities include developing and managing new customers in a specific sales territory and supporting current customer base with service and technical information. You will be responsible for hunting new leads and implementing a sales strategy that will allow you to exceed sales goals and earn performance-based incentives.

Experience & Qualifications

- BS degree in life sciences or commensurate industry experience
- Successful track record within a life science research products, services, or reagent company
- Knowledge of sale cycle and customer service methodologies
- Experience in supporting and selling cell culture reagents - desired
- Excellent time management and organizational skills
- Highly motivated and driven to win
- Demonstrated track record of being proactive and assertive in accomplishing goals
- Desire to work in a dynamic and fast paced environment

Requirements

- Ability to interact and work effectively with all members of the Captivate Bio Team.
- Clear and concise verbal, written and presentation communication skills
- Ability to multi-task and prioritize workflow to meet customer needs
- Proficient with electronic order entry systems, Microsoft apps, Zoom, Google apps, online apps, social media channels
- Must be able to work both independently and as part of a dynamic team
- Must have a valid driver's license in state of residence

Compensation

Flexible hourly rate up to 20 hours per week commensurate with experience as well as commission plan

