

Senior Sales Specialist, West Coast Region

At RedShiftBio, we “See change” and are pushing the boundaries with our Microfluidic Modulation Spectroscopy (MMS) technology to achieve radical improvements in performance and measurement capabilities IR spectrometry analysis of proteins and biotherapeutics. We have developed major partnerships with industry leaders, attracted top talent to our executive and advisory teams, and received strategic and venture funding to support our product introductions and continue to build our team.

We are constantly seeking experienced talent in all functional areas of our business. We seek extraordinary and ambitious people who also see the need for change. We value bright minds, sharp instincts, collaborative spirit, and innovative vision. Our team members are innovators who push beyond the status quo to create one of the most promising technology start-ups in the Boston area.

Essential Capabilities

- **Scientific Consulting Acumen**- Demonstrates deep technical ability to consult with customers on their testing needs to maximize technology utilization and promote current advances in protocols, assays and capabilities. Understands and navigates competitive offerings to best position our solutions.
- **Sales Acumen** - Successfully support and drive introduction of new protein characterization platform. Consults with customers to build relationships and focus on their program needs and workflows to educate how technology applies to their applications needs.
- **Business Acumen** – Understands the Biotherapeutic/protein analytical market and landscape, is committed to rigorous territory planning, accurate and timely forecasting, and is driven to grow our adoption of new technology.
- **Team Work** - Successful experience working in a team environment.

Essential Functions

- Develops and manages a business plan to meet or exceed business goals agreed upon with RedShiftBio commercial management for the territory.
- Effectively competes to win projects vs. competitors. Successfully position our solutions to address performance, workflow and budget.
- Familiar with local industrial organization and discussion groups.
- Manages accounts and laboratories. Drives additional interest across the territory and targets new customers for conversion.

Minimum Qualifications (must have)

- BA/BS or MS degree
- **5+ years of Sales Experience in selling analytical equipment to Pharma/BioPharma.**

- Experience in Executive-Level Customer Engagement
- Experience in Protein analysis, FTIR, CD, SEC, Mass Spec and other analytics platforms used in drug development.
- Understanding of pharmaceutical. and biotech sales cycles
- Excellent verbal and written communication skills
- Proven technical, analytical, and problem-solving skills
- Highly motivated and accepts a challenging and exciting work environment
- Excellent time management, organizational and interpersonal skills
- Outstanding customer advocacy skills
- Highly adaptable and able to work independently
- Fluent English- oral and written.
- Computer and internet knowledge. Use of remote sales skills. (i.e. SFDC)

To apply, please send a cover letter and resume referencing the job title to:

Careers@Redshiftbio.com

WE ARE AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER. RedShift BioAnalytics affords equal employment opportunity to all qualified persons regardless of race, color, religious creed, national origin, age, military status, sexual orientation, disability, genetic information, gender identity, gender expression or gender unless based upon a bona fide occupational qualification. Please view Equal Employment Opportunity Posters provided by OFCCP [here](#).