



Inside Sales Specialist
OriGene Technologies, Inc.
Rockville, MD 20850
<http://www.origene.com/about/careers/>

Inside Sales Specialist

OriGene Technologies prides itself on being the gene-centric life science research company, providing high quality and unique technologies and products for the biomedical research community. At OriGene, we place great emphasis on hiring experienced individuals to assist with developing and representing our products to our customers. Due to continued business growth, we are looking for a highly talented Regional Sales Account Manager to join our expanding and dynamic Sales Team.

The Opportunity: Currently OriGene Technologies, is looking for an individual that have Biotechnology / Life Sciences experience, and is looking for to work for an organization that recognizes their true value as a important part of the team. For the Inside Sales Specialist role, we need an individual who is highly motivated, disciplined, organized and can work independently. The successful candidate should exhibit strong technical skills in molecular biology, protein/antibodies technology, and assay development.

The successful candidate will be responsible to grow business by making outbound calls in a designated geographic or account focused territory. It offers a perfect opportunity for someone to combine his or her science background and business acumen to enhance his or her career growth.

Responsibilities:

- The successful candidate will work with field sales team to meet specific sales goals in a defined geographic territory.
- Work with field sales counterpart to develop a strategy to grow OriGene business.
- Pro-actively contact and engage potential customers on the telephone and via e-mail to promote and sell OriGene products utilizing your technical expertise.
- Accurately document contacts and contact information using Salesforce.com.
- Provide a weekly reporting of activities.
- Other related duties as required.

Requirements:

- Minimum of a Bachelor's degree in life sciences (Masters or PhD Preferred).
- Minimum of 1 year related laboratory/research experience (Protein, Antibody or IHC experience desired).
- Understanding of scientific principles behind the use of OriGene products.
- Previous telemarketing or sales experience is preferred.
- Strong interpersonal skills are a must.
- Excellent verbal and written communication skills.
- Excellent presentation, listening and communication skills at all business levels.
- Some business travel may be required to trade shows and visit customer sites. Maximum overnight travel may be 10%.

- Strong PC Skills (CRM experience a plus, i.e. Salesforce.com).

About OriGene Technologies and its Culture:

OriGene Technologies (<http://www.origene.com>) has created a product-focused, high performing team environment. We are committed to building an extraordinary high performing workforce by investing in people who are looking for career growth in an entrepreneurial environment that recognizes individual contributions. OriGene Technologies, Inc. offers an extremely competitive compensation package, 401k with company match, excellent healthcare benefits (Medical, Dental, Vision); a very generous PTO (Paid Time Off) program, floating holidays, tuition reimbursement, and flexible work hours. OriGene is a company that recognizes an individual's contributions toward the success of the company and we are committed to building an extraordinary strong and diverse workforce that invests in people who are looking for career growth in an entrepreneurial environment.

If you are interested in joining a fast paced and growing company, please send your cover letter and resume/CV along with salary requirements to jobs@origene.com. Please reference job code "**OTI-Inside Sales**" for the position in the subject line or fax to 301-340-8606, Attn: Human Resources. Local candidates are strongly encouraged to apply.

OriGene Technologies, Inc is an Equal Opportunity Employer