



altona Diagnostics USA, Inc. is a San Francisco, CA 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.

Our location in San Francisco, USA is looking for an experienced

## Sales Account Manager (m/f/d)

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

### Responsibilities

- Develop and manage designated sales territory
- 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 lab experience
- Experience working and succeeding in a small company environment
- 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, via the "Apply now" button. Your contact person is **Mr. Tyler Carney**. For more information please contact us by phone at **(415) 777-1712**.

We look forward to meeting you soon.

### altona Diagnostics USA, Inc.

185 Berry Street, Suite 4610  
San Francisco, CA 94107  
[www.altona-diagnostics.com](http://www.altona-diagnostics.com)