



altona Diagnostics USA, Inc. is a Plain City, OH 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.

For the **sales territory West Coast of the United States** we are looking for an experienced

Sales Account Manager

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

Responsibilities

- Develop and manage designated sales territory (West Coast of the United States)
- 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 molecular lab experience preferred
- Excellent written and verbal skills
- Ability to manage multiple priorities in an organized and productive manner
- Willingness to travel and flexibility in time management
- Ideally based in one of the following cities: San Francisco, Los Angeles, Portland, Seattle

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, to **Mr. Tyler Carney** by emailing jobs-USA@altona-diagnostics.com. For more information please contact us by phone at **(614) 706-1784**.

We look forward to meeting you soon.

altona Diagnostics USA, Inc.

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