



**WE ARE HIRING**

Sales Manager

March 10<sup>th</sup> 2023

Job Post 09

## Sales Manager

Okolab USA Inc. is looking for a scientific and business-minded teammate with strong interpersonal skills and a “can-do” attitude. As a **Sales Manager**, you'll be maintaining existing business relationships with sales partners in our distribution network across North America, and developing new ones.

The Sales Manager plays a critical role in supporting Okolab customers - end users and distributors. The person in this role is expected to:

- Qualify leads, write quotes, and management open leads, keeping in mind the delicate relationships between competing distribution channels.
- Promptly answer technical questions. You will be the first line of technical support through remote video calls (Facetime, Zoom, or other). In some situations, you will provide hands-on assistance.
- Qualify equipment needed for demos, coordinate requests, and track demo equipment for loss prevention.
- Assist in coordinating equipment requests in support of prominent imaging courses and conferences.
- Participate in courses and conferences.
- Assist in producing research on customers that will serve as the basis for marketing campaigns.
- Proactively identify issues that could impact sales.

### Required Skills:

- Strong background in microscopy is required.
- Some experience in sales is required.
- Clear communication and attention to detail are extremely important.
- Ability to maintain a professional demeanor under stressful circumstances.
- Candidate should be organized, resourceful, and able to work as part of a global team.
- Ability to take initiative and operate under limited supervision.
- Ability to travel. While location on or near the US West Coast is preferable, we will consider outstanding candidates with a home base anywhere in the United States.

Work environment: home office.

Reports to managers located on the East Coast and in Europe. Excellent verbal and written English communication skills.

### About Okolab

Okolab USA Inc. is the US subsidiary of Okolab s.r.l. Founded in Italy in 2003, Okolab s.r.l. is a manufacturer of incubation systems for live cell time lapse imaging as well as thermal plates and gas control for IVF applications. We specialize in providing solutions for the most challenging environmental control applications. We listen to our customers' feedback and are open to customizing our products to meet individual needs. Our expert engineers and computer scientists offer outstanding customer support. Okolab has been steadily growing for over a decade, selling worldwide. In 2014 we have incorporated Okolab USA Inc., to support our US customers and partners. Our dedicated office is located near Pittsburgh, PA. At Okolab we never compromise on quality, and we do not outsource our technology.

Please send in your at [jobs@oko-lab.com](mailto:jobs@oko-lab.com).

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