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## Sales Account Manager

Are YOU highly motivated, competitive, smart, and an experienced Sales Rep who loves to win and wants a career and not just a job? WE want YOU!

Sorbent Technologies, Inc. is a leading supplier of chromatography products for separation scientists and purification. Our clients include the top 100 U.S. pharmaceutical companies, major research universities, CRO/CMO firms, and fortune 1000 industrial firms. With over 20 years of strong relationships with our customers, we are looking to expand our sales team and our business.

You will be joining a team of passionate, dedicated, and very focused people who believe in strong customer relationships as the basis of our customer-first business model. This position is key to our growth, and you will be an active, important part of our future and continuing success. We manage our team with clear goals, provide the right tools to succeed, but most importantly permit you to make decisions and have ownership of your position.

In this position you will be responsible for managing your territory, engaging with prospects to understand their processes, challenges, and how our products will help them succeed. Full training is provided, as well as ongoing sales development skills training.

If you have 2-4 years of business-to-business sales experience in the field of analytical research and development or have a degree in physical chemistry or life sciences, and live in or are willing to relocate to the Atlanta area - let's talk. This could be the most important discussion of your career.

Your duties would include:

- Manage contacts and sales transaction pipeline in our CRM.
- Develop and execute lead generation, prospecting, referrals and selling activities by researching the market, identifying prospects, and qualifying opportunities.
- Create a network of relationships that include prospects, current customers, key industry influencers, and emerging opportunities that will amplify our consultative sales approach to build customer loyalty.
- Be a conduit for change and enhancement by directly interfacing with our management, internal R&D staff, marketing, and operations for continual improvement. Your input is important to our success.
- You will work with each customer to understand their challenges and then make recommendations for the proper application of our product and services with support from our internal technical team members.

Start Date: immediate

Job Type: Full-time

Job Benefits: 401(k) Plan, Health Insurance, Life Insurance, Long Term Disability Insurance, Paid Holidays, Vacations, Casual Dress, Monday-Friday daytime hours