

Introduction

Abpro is a biotechnology firm based in Lexington, MA. The Company has streamlined all the major steps to produce recombinant proteins and antibodies in a faster and more affordable format, while retaining superior quality. We aim to become a globally recognized brand, capitalizing on the growing need for quality reagents.

Address:

101 Hartwell Ave
Lexington, MA 02421

Phone: 617.225.0808

Website: <http://www.abpro-labs.com/>

Email: careers@abpro-labs.com

Group: Sales

Position: Sales Associate

We currently have a full time offering for a highly motivated individual with a strong professional/academic background to join our sales team.

Responsibilities:

- Establishing and maintaining long-term relationships with new and existing customers
- Promotional planning (conferences, trade shows, marketing material design)
- Collecting and analyzing competitive market data
- Performing product pricing analysis
- Identifying market gaps and key product attributes
- Assisting in development of and execution of marketing strategy
- Assisting in development of website, including SEO
- Creating contact lists of major players in industry
- Lead generation

Requirements:

- BA/BS/MS/Ph.D. from top tier university, preferably a life science degree
- Minimum 2 years professional experience in a scientific lab setting specifically working with immunoassays
- Strong analytical skill, critical mindset and attention to detail
- Excellent verbal and written communication
- Ability to solve problems creatively and produce quality work with minimal supervision
- Ability to multi-task and effectively prioritize
- Proficiency in Microsoft Excel, PowerPoint and Word
- Sales experience preferred but not necessary

Key Skills and Competencies:

- Team player with strong communication skills.
- Highly organized.

- Must have high initiative and superior work ethic.
- Ability to independently manage simultaneous projects.
- Entrepreneurial spirit.

This is a great opportunity to join a dynamic, rapidly growing company. Salary will be competitive with the market including benefits, commensurate with experience and job performance. We are an Equal Opportunity Employer.

To Apply: send resume and cover letter to careers@abpro-labs.com