



100% Commission Only Sales Representative

Position Description

The Company:

Noble Life Sciences (Sykesville, MD) is a rapidly growing contract research organization (CRO) that provides preclinical drug, vaccine and medical device development services, from discovery to GLP-compliant studies for regulatory submissions. The company offers *in vitro* and *in vivo* services, including cellular and animal disease model development and experimental design, non-GLP and GLP animal efficacy, toxicity, biodistribution and product release studies in both small and large animals. The company also offers custom antibody production services, research animal and tissue products, and vivarium services.

The Position:

The representative will be responsible for selling preclinical services to new accounts in order to achieve sales targets, developing new sales in these accounts by monitoring customer's existing projects for successful completion to stated goals, and proposing related and new services as they monitor accounts needs for future CRO services.

The representative is expected to use his/her knowledge of the market and external contacts in companies developing drugs, vaccines, and medical devices to increase sales. The representative will implement sales and marketing strategy and tactics to gain new customers and achieve sales and profit goals in designated geographic territory.

Qualifications and Specifications:

- A minimum of an undergraduate degree, with preference for a graduate degree, in a life science relevant to the business. Strong preference for at least three years of hands-on experience in bench research in fields relevant to the company's offerings.
- At least three years' experience in a sales, marketing, or similar role in a life science CRO services company, preferably in preclinical animal studies for drug, vaccine and/or medical device development. Strong preference for a candidate with a successful track record of developing new business accounts and revenues in CRO services. Strong knowledge of CRO sales principles, methods, practices, and techniques.
- Basic understanding of the drug, vaccine and/or medical device development process, especially as it relates to *in vivo* studies.
- Ability to operate in a small company environment that requires hands-on implementation, optimal use of limited resources and an ability to work closely with others in a team setting.
- Successful track record of interaction with customers in product development roles in drug, vaccine, and/or medical device companies. Able to close business and drive accelerated growth.
- Self-starter – individual needs to be proactive and persistent in achieving the company's customer development, relations management, and business objectives.

- Ability to maintain client and sales management and tracking systems in an orderly manner.
- Excellent team player, with strong communication skills within and outside the organization.
- Travel required for conferences, account visits, possibly up to 25%.

Earnings:

- Uncapped earning potential with generous commission strategy. The commission will be paid to the sales representative for new studies when they close.

Send resume to careers@noblerefsci.com