



## **JOB ANNOUNCEMENT**

### **Technical Sales Specialist**

**Description of Job:** Responsible for developing Valent BioSciences, LLC (VBC) Public Health products for sales in a multi-State sales territory in the US. This includes servicing accounts, diagnosing and solving customer problems, and working with VBC research, development, and marketing staff to develop account-specific solutions to meet customer needs. In addition, the position will be responsible for providing technical services, advising on the use of VBC Public Health products, properties and modifications of products.

#### **Principal Responsibilities:**

- Act as Account Manager for multi-State sales territory in US.
- Provide the technical support and basic performance data leading to a customer's desire to use VBC products.
- Identify new users and provide technical service leading to their use of VBC products. This will involve field demonstrations in cooperation with VBC Development.
- Review sales reports. Track YTD sales versus sales plan, and compare to previous YTD sales.
- Review product use trends and customer buying activity. Use this information to make forecasts on product requirements and sales forecast for the next 90-day period.
- Provide market intelligence and advice to manager, marketing, and other departments in VBC.
- Represent VBC at industry trade association and other professional meetings.
- Successfully work with distribution channel partners to set and review both general and specific goals and responsibilities.
- Develop and implement an annual territory business plan.
- Provide leadership and support an atmosphere for high productivity to other employees beyond territory.

#### **Skills/Attributes - Required:**

- Excellent interpersonal and communications skills.
- Consultative and problem solving sales approach.
- Strong self-initiative.
- Strong organizational and analytical skills.
- Ability to work independently and within a team setting.
- Complete tasks with minimal supervision.

#### **Skills/Attributes - Desired:**

- Experience in public health, field biology, mosquito control or other environmental activities.
- Experience using CRM software, such as SalesForce.
- Experience using MS Word, PowerPoint, Excel and Power BI.

**Experience:** Minimum of 5 years related experience.

**Education:** Typically a BA/BS, MBA or equivalent.

**Travel:** By air or car up to 75% of the time.

**Location:** Field – Western United States / Mountain Region / Rocky Mountain Region.