

Entry Level Inside Sales Representative, Woburn (Boston), MA

CovalX is seeking an Entry Level Sales Associate to join our Boston-based Sales team. Are you a biologist at heart, but want to explore opportunities outside of typical bench work? Are you a team player who likes to meet new people, build professional relationships, and contribute to the overall success of the company? If you answered "Yes!" to all the above, then this may be the position for you!

Title: Inside Sales Associate

JobID: SA230404

Location: Woburn, MA

Responsibilities:

- Conduct sales outreach independently into large and small biotech accounts
- Generate interest and coordinate high level scientific meetings for scientific team
- Create and execute sales strategy with the support of your manager
- Achieve defined metrics for sales activity and revenue generation
- Support tradeshow marketing and booth staffing
- Support the execution CDA's, service agreements, and other documents
- Follow up with new and current customers' inquiries
- Support team members from the office including; retrieving data from internal systems such as customer relationship management system (CRM/HubSpot) and the internet
- Prepare reports as needed for territory and account management
- Lead generation and data entry into customer relationship management (CRM) system

Qualifications:

- Associates or Bachelor's Degree in Life Sciences required.
- Any sales experience is helpful.
- Excellent interpersonal communications skills, both written and verbal are essential
- Ability to speak in public and interact with customers with confidence and ease

CovalX AG was founded in 2006. The company's vision is to become a leading provider of technology and services in the field of protein interaction analysis based on mass spectrometry. With support offices in Switzerland, France and USA, CovalX is a global company offering leading product and services for major pharmaceutical companies as well as academic laboratories. CovalX High-Mass systems and services are sold worldwide through direct offices (Europe, USA) or distributors (China, Japan, Korea). CovalX is a fast-growing company, developing innovative analysis solutions for the characterization of therapeutic proteins and protein interactions for the life science industry.

CovalX works quickly to move scientific breakthroughs from the lab to the marketplace. Our team structure provides opportunities for CovalX's staff to impact the direction of the organization, to gain broader perspective about other functions within CovalX and to reach their full potential.

This is an entry level position, we will train you and develop your network; recent college graduates in life sciences are encouraged to apply.

Send cover letter and resume to jobs@covalx.com