

POSITION SEARCH**Sales Associate****The Company**

Noble Life Sciences (Woodbine, MD) is a contract research organization (CRO) providing services in the fields of preclinical drug, vaccine and medical device development, from product discovery to GLP-compliant studies for regulatory submissions.

The company offers integrated *in vitro* and *in vivo* services, including cellular and animal disease model development and experimental design, non-GLP and GLP efficacy, toxicity, biodistribution and product release studies in both small and large animals, and vivarium services. The company also offers custom polyclonal antibody production services, as well as research animal tissue and sourcing.

The Noble facility includes 24,000 sq. ft. of SPF animal housing and support space, with conditioned indoor housing for large animals, five acres of fenced outdoor housing for large animals, two fully equipped surgical suites, a necropsy suite and a sample processing lab. The facility includes ABSL-2+ and BSL-2 capabilities, an automated security system, automated equipment and HVAC monitoring systems and a 100% back-up generator.

NLS is AAALACi accredited, USDA licensed, OLAW compliant, FDA inspected and successfully audited by numerous clients.

The Position

The Sales Associate is a key position within the Company with significant prospects for career growth as the Company continues to increase the breadth and scope of its business.

Responsibilities include but are not limited to:

- Responsible for all sales activities
- Managing material transfer agreements (MTA), confidentiality agreements (CDA), and master services agreement (MSA) for new and existing clients
- Developing responses to requests for proposals (RFPs) and client contracts
- Managing project pricing, new business proposals, statements of work and quotes
- Assigning client codes and quote numbers
- Organizing/facilitating technical interactions between current and prospective clients and the company's scientific staff
- Implementing sales development plans including lead generation; prospecting for new clients; developing and maintaining a prime prospect list; and managing regular contact with companies on the prospect list
- Working to build prospects/contacts through existing clients
- Developing sales strategies for key prospects and creating opportunities to pitch new accounts

- Working closely with the marketing team to develop comprehensive marketing plan to expand sales and account development capabilities
- Maintaining a tracking mechanism of the status of new sales opportunities; maintaining a project tracking and revenue forecasting tool
- Responding to inquiries for new and custom services by researching and consulting with scientific and operations staff regarding development of new requirements and capabilities including costs and pricing
- Providing administrative management of all marketing materials, including exhibit booth, marketing materials, fact sheets, telephone greeting messages and web inquiries
- Supporting marketing efforts by organizing, directing and making physical arrangements to exhibit at trade shows.

Qualifications and Specifications

- A minimum of an undergraduate degree, with preference for a graduate degree, in a life science field relevant to Noble's business
- At least one year experience in sales
- 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 small team setting
- Self-starter – individual needs to be aggressive and persistent in achieving the Company's sales objectives
- Demonstrated attention to detail
- Excellent team player with strong communication skills

Noble Life Sciences is an equal opportunity employer and offers professional development opportunities and comprehensive benefits package.