



Your Preclinical Development Partner

Drug, Device & Vaccine Development ♦ GLP & non-GLP Services ♦ Vivarium Services

POSITION SEARCH

**100% Commission
Sales Account
Manager**

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

As a 100% Commission 'FT or PT' Mfg Sales Account Manager in this Territory your gross income is estimated at \$50,000 - \$100,000 potential in first year (FT).

Earnings are UNCAPPED, so high performers can expect >\$100K. For right candidate, PT role may be considered and is estimated at \$25,000 - \$50,000 potential in first year based on 10-25% time for selling products (again UNCAPPED)

Responsibilities include but are not limited to:

- Promote the sale of preclinical services to a variety of candidates; ranging from start-ups, Pharmaceuticals, Medical Device Companies, Academia, CRO, CMO, Government labs and Biotech firms
- We are seeking representatives with good technical backgrounds to highlight these benefits and grow market.
- Use his/her knowledge of the business and external contacts with Pharma, Biotech, University, or other researchers.
- Set up technical meetings, prospecting and closing sales with proven track record.

Qualifications & Specifications

- Bachelors in life science discipline
- Minimum of 2 years sales as a technical sales experience
- Established relationships with small/medium/large pharmaceutical, CMO/CROs, biotech, and research institutions in the US
- Must be driven and have good communication skills
- Clear understanding of all pre-clinical services including but not limited to toxicity, efficacy, absorption studies and more.

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