

Position: US0020 - Inside Sales Representative

As ‘The Ribosome Company,’ Immagina develops advanced technologies that enable isolation and characterization of active ribosomes and associated molecules. Our mission is to empower scientists to discover the mechanisms of translational control that are critical for understanding disease and discovering new therapeutics.

We are looking for a proactive, motivated, and coachable individual who is interested in getting their foot in the door of the Biotech sales industry. As an Entry Level/Inside Sales Representative, you will be the first point of contact with potential clients through prospecting and creating sales opportunities.

In order to be successful in this position, you will need to be a go-getter who aims to achieve goals and you must be driven for future success in all areas of life. Success in this role will result in advancement within the company, and an amazing long term working relationship. Our company is growing and we are looking for long term partners to work with us on our team as we advance in the US.

Responsibilities:

- Generate leads through researching and prospecting for relevant customers
- Lead outreach via cold emailing and calling in a prescribed and organized manner
- Arrange and coordinate customer calls and meetings
- Support existing customer base through engagement and relationship development
- Drive adoption of products and services through account mapping and engagement
- Update CRM accordingly with activities and maintain a log of your outreach
- Hit monthly, quarterly, and annual productivity and sales goals
- Participate in scientific conferences and meetings

What’s in it for you:

- Competitive pay and performance-based incentives

- Flexible working hours and PTO
- Career advancement opportunity to move into a direct sales role with additional benefits
- Sales training, extensive support, and direct mentorship from VP of Sales including technical and consultative sales strategy
- Opportunity to work with a diverse international team with HQ in Italy

Requirements:

- B.S. in Biology and understanding of molecular biological principles
- Knowledge and experience in Microsoft Teams and Office Suite
- Exceptional verbal and written communication skills
- Self-motivated, results-oriented, focused and disciplined
- 1 – 2 years laboratory experience
- Based in Atlanta metropolitan area preferred but not required
- 20 – 30% local and regional travel when required; possible international travel

Immagina is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all our employees.