



Thrive Bioscience, Inc. -- Technical Sales Specialist

Job Title: Technical Sales Specialist

Manager: Vice President of Sales Operations

Location: Northeast, Mid-Atlantic, Midwest

Compensation: Salary commensurate with experience, track-record, education and location; up to 50% additional variable compensation, equity, and excellent benefits

Contact for Additional Information: careers@thrivebio.com

About Thrive Bioscience:

Thrive Bioscience (thrivebio.com), located in the Greater Boston Area, manufactures and sells to researchers a family of instruments with extensive software tools that provide previously unavailable live cell imaging, analytics, and automation for reproducible cell culture and breakthrough insights.

Thrive's products enable biologists to deliver reproducible cell culture and experiment results by leveraging microscopy, robotics, and fluidics to automatically capture and build a database of terabytes of high-resolution images and data. The principal markets are drug discovery, drug development, regenerative medicine, basic research, and infectious disease research.

Thrive currently sells the CellAssist, a benchtop instrument for imaging and analysis of live cells, to pharmaceutical and biotech companies and research institutes. The company has begun delivery of the CellAssist 50, which combines the CellAssist with a 50-plate automated incubator. The company was founded in 2014, has financial backing from leading industry veterans, has a portfolio of 74 patent applications, of which 24 have been issued, and has collaborations with many leading academic institutions.

Position Description:

Responsible for Thrive Bioscience sales activities in the assigned region. This is a territory development sales role, requiring strong prospecting and technical selling skills. The position's principal responsibilities include:

- Develop a robust product pipeline by identifying and cultivating target accounts
- Achieve/exceed sales targets
- Gain a strong technical understanding of customer requirements, product and applications and be able to communicate and discuss with researchers
- Establish strong customer relationships and cultivate key opinion leaders
- Disciplined CRM compliance for prospect entries, forecasting, won/lost performance, and overall analysis of the territory sales funnel
- Ability to effectively work remotely via Zoom or Teams for both customer presentations and internal meeting



Required Qualifications:

- Strong life sciences background -- capable of learning and effectively communicating technical information and handling technical and applications questions
 - Strong experience in cell culture and/or live cell imaging
 - Advanced degree in life sciences or in the sciences
- 5+ years of instrument sales experience
- Proven track record of meeting/exceeding sales targets
- Experience selling newly introduced products to establish market presence and aggressive growth trajectories
- Ability to utilize a consultative sales approach to develop and close opportunities
- Highly motivated, self-starter who can work in an early-stage company
- Willing to travel as needed to maximize customer and company exposure
- Advanced PC skills in using CRMs, spreadsheets, PowerPoint, and Word

Desired Qualifications:

- Demonstrated performance in meeting sales objectives and a strong commitment to the customer
- Well networked in life science/biotech research community
- Excellent communication skills, both written and verbal
- Completer/finisher with resilience to ensure a desirable outcome is always achieved
- MBA is a plus

Thrive Bioscience offers a competitive benefits package that includes equity, excellent benefits, and a fast-paced, stimulating work environment. Qualified candidates please respond to careers@thrivebio.com.

All qualified applicants will receive consideration for employment without regard to race, creed, religion, color, national or ethnic origin, citizenship, sex, sexual orientation, gender identity and expression, genetic information, veteran status, age or disability status.

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