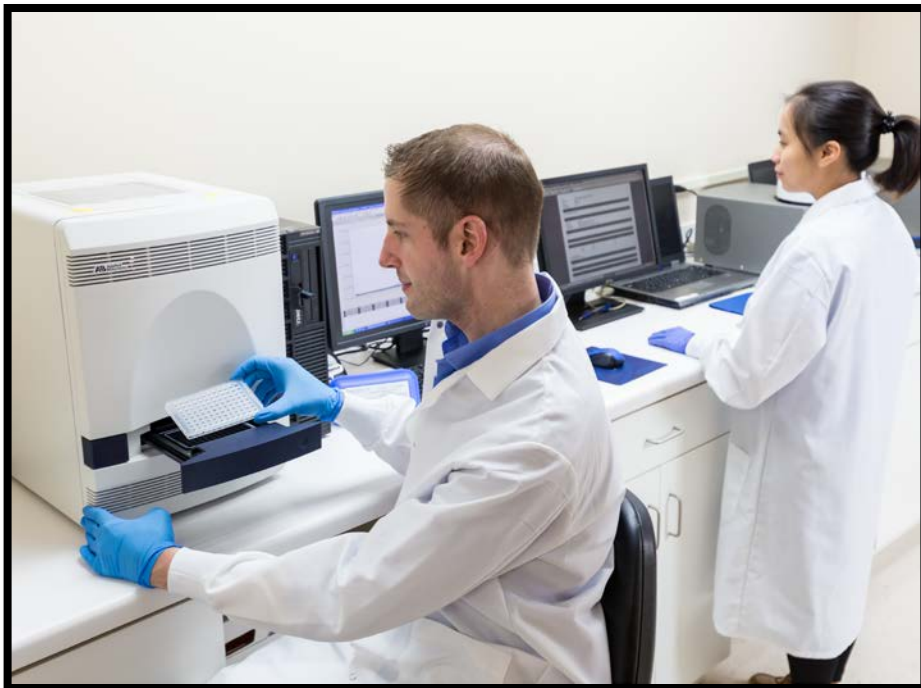


# Opportunity

*profile*



Area Sales Manager



# The Company



Founded in 1971, Microbiologics is a growing and profitable global company based in Saint Cloud, Minnesota. Microbiologics manufactures cost-effective, reliable and convenient biological reference materials and tests for quality control in microbiology labs. The company specializes in producing lyophilized microorganism preparations for use in the clinical, pharmaceutical, cosmetic, dietary supplement, food, water, environmental and educational industries.

The Microbiologics mission is to provide the highest quality biomaterials for a safer, healthier world. The company has built a reputation in the industry for providing products and services of the highest quality. Microbiologics has received numerous certifications and accreditations to formally recognize the quality of its customer service, manufacturing processes and products. As evidence of the company's unsurpassed quality and commitment to the highest possible standards, Microbiologics has achieved the following:



- ISO 13485:2003 Certified
- ISO 9001:2008 Certified
- ISO/IEC 17025:2005 Certified
- ISO Guide 34:2009 Certified
- CE Mark Conformity
- Food and Drug Administration Registered Establishment
- ATCC Licensed Derivative® Program

Microbiologics has an international distribution network of 140 companies and ships to approximately 130 countries around the world. The company's headquarters is in Saint Cloud, Minnesota and a subsidiary company, Gibson Bioscience (acquired in 2008), is located in Lexington, Kentucky. The company formed a new Molecular Products and Services Division with the acquisition of the assets of Phthisis Diagnostics in 2013.

Microbiologics employs more than 100 people and is majority owned by Saint Cloud, Minnesota based Granite Equity Partners. As an industry leading, award winning company dedicated to continually improving operations and performance, Microbiologics is well positioned for continued success.

# The Position

The Northeast Area Sales Manager will identify key market areas and decision makers in their geographic area of responsibility while maintaining existing business and aggressively converting competitive business via direct or distribution partners. This position will establish distribution networks and/or direct sales accounts and provide ongoing sales support, product knowledge, product training, marketing tools, promotional incentives and continued feedback to help distribution meet their goals.

- Maintain compliance with regulatory mandates, adherence to national and international guidelines and standards with superior customer service.
- Responsible for perception of market needs within geographic sales area
- Complete a yearly projection for potential product sales and related expenses.



Specific responsibilities include:

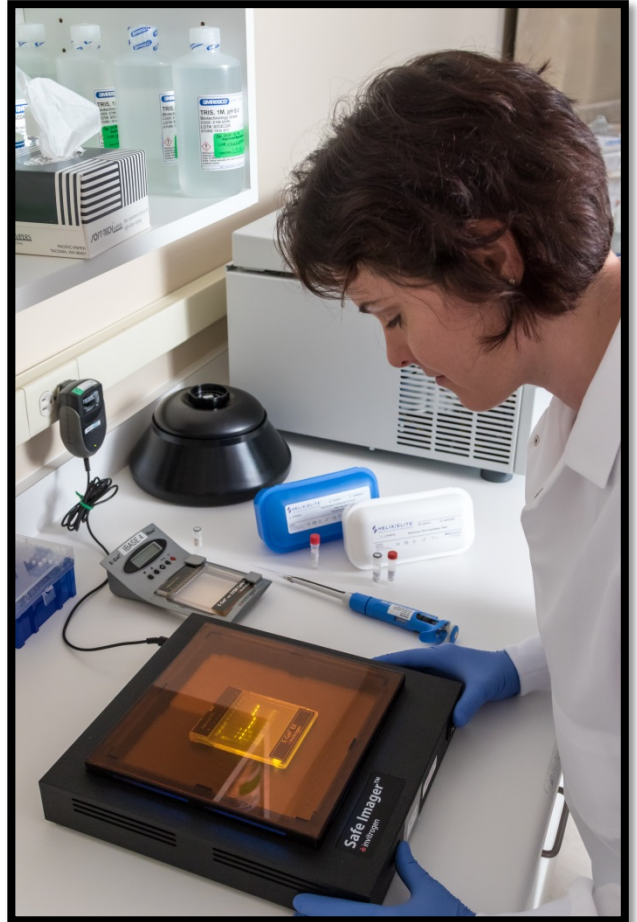
- Investigate and create market studies to identify the target market and key decision makers.
- Establish distribution network and/or direct sales accounts.
- Convert competitive business via direct or distribution partners.
- Travel to and meet with distributors.
- Motivate distributors and provide assistance and training when needed.
- Prepare Annuals Sales Projection and Expense Estimates.
- Maintain distributor data and update distributor chart.
- Prepare and release Activities Reports.
- Attend and provide support for major microbiology exhibitions and conferences.
- Watch for fraudulent competition and report to the National Sales Manager.

# The Candidate

The ideal Area Sales Manager candidate will have a Bachelor's degree in Sales, Business Management or related field. Prefer three years of related sales experience. Background in Microbiology or lab experience a plus. Candidate must live in the area or be willing to relocate. Territory includes: Connecticut, Massachusetts, Maine, New Hampshire, Rhode Island, Vermont and New Jersey.

Specific skills required include:

- Excellent verbal and written communication.
- Ability to work independently and use sound judgement.
- Strong personal skills. Able to work with people of all ages, social and ethnic backgrounds.
- Organized and detail orientated.
- Creative and driven in the development and implementation of sales programs.
- Strong technical background, prefer experience working in microbiology.
- Must be able to work interdepartmentally.



# Application

To be confidentially considered for this opportunity, interested candidates should submit a resume and cover letter to:

Jill Stadel  
Human Resources Generalist  
[jstadel@microbiologics.com](mailto:jstadel@microbiologics.com)  
[www.microbiologics.com](http://www.microbiologics.com)