

Distek, Inc.

Employment Opportunity Description

121 North Center Drive, North Brunswick, NJ 08902

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Job Title:	Biotechnology Product Line Manager
Location:	US - Central New Jersey
Department:	Sales
Level:	Mid-Level
Type of Position:	Full-Time <input type="checkbox"/> Part-Time <input type="checkbox"/> Contractor <input type="checkbox"/> Intern <input type="checkbox"/>
Hours:	40+/week
Compensation:	Base Salary plus Variable Compensation based on Achieving Performance Targets.
Benefits:	Comprehensive benefits package, which includes medical, dental, and 401(k).

Position Summary:

Distek, Inc., a rapidly growing leader in the scientific instrumentation field, located in North Brunswick, New Jersey is currently seeking a **Biotechnology Product Line Manager**. This position reports to the Vice President – Sales and Business Development.

The major responsibilities of the position are to:

- Perform product demonstrations, application studies, and technical presentations
- Prepare marketing strategies and programs to achieve success across assigned product line
- Continuously monitor performance of product line through product life-cycle
- Develop short and long term goals to achieve overall success of product line
- Stay current on trends in the marketplace to ensure product’s competitive position
- Advises sales team of any relevant product issues
- Interface with customers, engineering, customer service, marketing, production and sales to determine direction of product
- Assist with the generation of required sales collateral and service support material
- Ensure organization is properly trained to sell and support products
- Develop training programs for new and existing sales channels
- Participate in the developing sales strategies

Qualified Candidate Requirements:

- **Able to travel at least 25-35% Domestically and Internationally**
- B.S. degree in Biochemistry, or equivalent
- 3 - 5 years hands on R&D experience in the Biotechnology industry, with experience in cell culture and fermentation a plus
- Experience making presentations to customers and training others
- High self-motivation, the ability to work independently thereby requiring minimal supervision
- Proven ability to work in team environment
- Ability to successfully prioritize and handle multiple tasks simultaneously
- Ability to handle interruptions and adjust to quick changes in priorities
- Proficiency in Microsoft Office – Word, Excel, Outlook
- Excellent interpersonal, organizational, oral and written communication skills
- **Proven ability to work well in a team environment**

Distek, Inc. is an EEO employer.

For consideration, please e-mail your resume with salary requirements to recruiting@distekinc.com. Please include the job reference code noted above.

Thank you for your interest, however, only candidates selected for interviews will be contacted.