



ADVANCING YOUR INNOVATION

Technical Sales Rep, Chemistry

Toxikon Corporation, originally founded in 1977, is a Contract Research and testing company with laboratories in Bedford, MA and Belgium. Our mission continues to focus on providing quality services, competitively priced, with on-time delivery for the Pharmaceutical, Medical Device and Biotech industries.

Toxikon is seeking an experienced Technical Sales Representative for our Chemistry Services group. The appropriate candidate will provide Toxikon's testing services to assigned territories. We are seeking a self-starter with good presentation and communication skills. This individual will spend time learning about Toxikon, our services, and systems; identify, analyze, contact, and provide testing services to new customers, and; generate leads, prepare quotes, request protocols, and work with customer service and laboratory staff.

The successful candidate will have a B.S., in life sciences, preferably Chemistry, or a strong understanding of Chemistry. The ideal candidate will have two to three years' sales experience. This position requires a strong understanding of the testing and service industry, including regulatory agencies, as well as the ability to converse with clients on testing & service needs (for pharmaceutical and medical device companies); prior CRO and/or lab experience preferred; experience with cold calls and client development required; proven ability to generate new accounts and account revenues of \$5-\$10 million; must be self-motivated and a strong team player; excellent communication, presentation, organizational, and computer skills required, and; the ability to handle several projects concurrently is necessary. Solid computer skills, excellent organizational skills, and the ability to handle several projects concurrently are necessary. Travel is up to 50%.

For additional information about Toxikon, please view our website at www.toxikon.com

Submit resumes to:

Human Resources
Toxikon Corporation
15 Wiggins Avenue
Bedford, MA 01730
Fax: (781) 271-1137
Email: hr@toxikon.com

Toxikon offers a comprehensive benefits program including: paid vacation, sick and personal time; 401(k) plan with company match; medical, dental, vision care, life, and short and long-term disability insurances; flexible spending accounts; employee assistance program; employee referral bonus; discount programs; and more. Toxikon is an equal opportunity employer.