



ADVANCING YOUR INNOVATION

## Technical Sales Rep

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 outside sale person with successful selling skills. As a Technical Sales Representative, the appropriate candidate will provide Toxikon's testing services to assigned territories. We are seeking a self-starter with good presentation and excellent 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.A., B.S, in life sciences or a strong understanding of life science testing and service industry and at least five 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 required within assigned territory and occasional travel to our corporate office.

**For additional information about Toxikon, please view our website at [www.toxikon.com](http://www.toxikon.com)**

**Submit resumes to:**

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