



PROVEN PERFORMANCE IN
GI DISEASE DIAGNOSTICS

Regional Business Manager- Upper MidWest Territory

Job Summary:

The Regional Business Manager is responsible for driving sales to new and existing customers within specific geography with a goal of growing revenues. The Regional Business Manager role will report to the Sales Director.

Job duties will include:

- Develop and implement long and short-term sales strategy for growing territory market share
- Prioritize and drive funnel of sales targets, utilizing a CRM tool, and ensure forecast accuracy
- Manage and collaborate with distributor partners to optimize sales and close business
- Thoroughly understand and explain TECHLAB's key offerings and benefits
- Responsible for sales expenses; weekly reports to be submitted to sales management
- Overnight travel to customer locations across multi-state territory

Minimum requirements:

- Bachelor's degree, preferably in a science or business field
- 2-3+ years relevant sales experience, ideally in a healthcare setting
- Experience working with distribution channels is a plus
- Solid understanding of tactical sales skills (prospecting, qualifying, closing, and growing existing customers), preferably in laboratory diagnostics
- Ability to manage multi-state territories and must be willing to travel 50% - 75%. In this position you will work remotely in your home office
- Must live near major airport

Tools and Equipment:

- Experience working with personal computer, e-mail, and Microsoft Office programs, including CRM programs such as Salesforce.com

Interested candidates should send their resume to careers@techlab.com, Include the job title and region in the subject line of the email.

About TECHLAB:

TECHLAB, Inc. is a leading developer and manufacturer of infectious disease diagnostics products worldwide. Since 1989, the company has offered a quality portfolio of diagnostic tests which now includes assays for *C. difficile*, *Campylobacter*, Shiga toxin producing *E. coli*, *H. pylori*, protozoan parasites, biomarkers of intestinal inflammation, Strep Pneumonia and Legionella.

2001 Kraft Drive, Blacksburg, VA 24060-6358 USA • PH: (540) 953-1664 • FAX: (540) 953-1665 • e-mail:
techlab@techlab.com