



WE ARE HIRING
Sales Manager for North America
September 2024

Sales Manager

Okolab USA Inc. is looking for a scientific and business-minded teammate to join our fast-growing, innovative, and friendly company. As a **Sales Manager**, you'll be maintaining existing business relationships with sales partners in our distribution network across North America, and developing new ones.

The Sales Manager plays a critical role in supporting Okolab customers (both distributors, and end users) and continuing the sustained growth of the company. The person in this role is expected to:

- Qualify leads, write quotes, and manage open leads, keeping in mind the delicate relationships between competing distribution channels.
- Promptly and skillfully answer technical questions. You will be the first line of technical support through phone and video calls. In some situations, you will provide hands-on assistance.
- Qualify and coordinate equipment loans for product demonstrations and distributor training sessions.
- Assist in coordinating equipment requests in support of prominent imaging courses and conferences.
- Participate in courses and conferences, which occasionally occur over weekends.
- Provide input during the development of marketing campaigns.
- Proactively identify any issues that could impact sales.

Required Skills:

- Strong background in live cell microscopy is required.
- Experience in sales is required.
- Strong interpersonal skills and a “can-do” attitude.
- Clear communication and attention to detail are extremely important.
- Ability to maintain a professional demeanor under stressful circumstances.
- Candidate should be organized, resourceful, and able to work as part of a global team.
- Ability to take initiative and thrive under limited supervision.
- Ability to travel throughout the United States on occasion. While a home location on or near the US West Coast is preferable, we will consider outstanding candidates with a home base in other regions of the United States.
- Excellent verbal and written English communication skills.

Work environment: home office.

Reports to managers located in the USA and Europe.

Please send your cover letter and resume to usa@oko-lab.com.

About Okolab

Okolab USA Inc. is the US subsidiary of Okolab S.R.L. Founded in Italy in 2003, Okolab S.R.L. is the industry-leading manufacturer of environmental control systems for scientific research, IVF, and biotechnology. We specialize in providing solutions for the most challenging applications. We listen to our customers' feedback and are open to customizing our products to meet individual needs. Our expert engineers, computer scientists, and sales staff offer outstanding customer support. Okolab has been steadily growing for over 20 years, selling worldwide. In 2014 we incorporated Okolab USA Inc. to support our North American customers and partners. Our dedicated USA office is located near Pittsburgh, PA.

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