

Position: Lead Sales Manager

RheoSense is a manufacturer of innovative instruments based on proprietary Viscometer/rheometer-on-a-Chip technology. The products bring unprecedented advantages and solutions to customers and thus recognized well in various market places. We are looking for a visionary and hands-on candidate to expand market presence and sales. This is a mid-level position and excellent position for growth.

Key responsibilities of the positions include, but are not limited to:

- Coordinate and execute customer demonstrations, ensuring all customer needs are met.
- Coordinate presale demonstrations, trade show exhibitions, and discussions with potential customers
- Facilitate and/or drive customer-issue resolution through technical leaderships and organizational leaderships
- Provide assistance to customers, build and maintain strong customer relationships.
- Communicate customer perspectives with technical staffs in order to guide technical trends.
- Develop and executes plans for product promotion through press-releases, release of white papers, or application notes
- Coordinate with manufacturers representatives and help establish global distribution channels
- Write internal and external reports documenting customer demonstration and unmet needs
- Meet regular sales targets

Qualifications:

- BS in engineering or higher degree is preferred.
- Understanding of viscometers and applications
- Two to five years experience in technical sales
- Exceptional interpersonal and communication skills.
- Ability to win customers.
- Entrepreneurial mindset, roll up sleeves and pitch in when needed
- High level of travel

We offer excellent compensation package plus sales incentives. All applicants must send a cover letter with resume to hr@rheosense.com, or fax to (925) 866-3804.